

2025 USDA EXPLANATORY NOTES – FOREIGN AGRICULTURAL SERVICE

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PREFACE

This publication summarizes the fiscal year (FY) 2025 Budget for the U.S. Department of Agriculture (USDA). Throughout this publication any reference to the “Budget” refers to the 2025 Budget, unless otherwise noted. All references to years refer to FY, except where specifically noted. The budgetary tables throughout this document show actual amounts for 2022 and 2023, annualized Continuing Resolution levels for 2024, and the President’s Budget request for 2025. Amounts for 2024 estimated levels include non-enacted amounts such as Full-Time Equivalent levels, fleet levels, information technology investment levels, recovery levels, transfers in and out, balances available end of year, and obligation levels.

Throughout this publication, the “2018 Farm Bill” is used to refer to the Agriculture Improvement Act of 2018. Most programs funded by the 2018 Farm Bill are funded through 2024 (due to the extension of authorizations included in the second 2024 continuing resolution, P.L. 118-22). Amounts shown in 2025 for most Farm Bill programs reflect those confirmed in the baseline.

Pursuant to the Balanced Budget and Emergency Deficit Control Act of 1985, sequestration is included in the numbers for mandatory programs in 2022, 2023, 2024, and 2025.

In tables throughout this document, amounts equal to zero (0) are displayed as dashes (-). Amounts less than 0.5 and greater than zero are rounded and shown as a zero (0). This display treatment is used to prevent the masking of non-zero amounts that do not round up to one (1).

AGENCY-WIDE**PURPOSE STATEMENT**

For over 70 years the Foreign Agricultural Service (FAS) has been the lead U.S. government agency tasked with promoting exports of U.S. agricultural products. FAS advances the growth of U.S. agricultural exports through market intelligence, trade policy, trade capacity building, and trade promotion. FAS engages foreign markets across the market development spectrum – from developing economies to mature markets – facilitating an environment for trade growth opportunities for U.S. agriculture.

FAS serves as the voice for U.S. agriculture in international affairs, bringing together the diverse views of American farmers, ranchers, processors, and trade associations, as well as U.S. government agencies and non-governmental organizations. FAS agricultural attachés and locally employed staff in international offices serve as the eyes, ears, voice, and hands of U.S. agriculture around the world. These international offices are often the first point of contact for companies looking to export to a foreign market. FAS leadership in foreign agricultural affairs is accomplished through its global network of civil servants, foreign service officers, and locally employed staff.

FAS is delegated the role as the Department’s lead agency in coordinating all agricultural matters with foreign countries within 7 CFR 2.601. FAS’ responsibilities include coordinating with Department agencies on foreign agricultural policies and programs and carrying out their operations and activities in foreign areas; acting as a liaison on these matters and functions relating to foreign agriculture with the Department of State (DoS), the United States Trade Representative (USTR), U.S. Agency for International Development (USAID), and foreign governments; conducting functions of the Department relating to the World Trade Organization (WTO) and legislation affecting international agricultural trade; and administering and directing the Department’s programs in international development, technical assistance and training carried out under the Foreign Assistance Act of 1961, as amended.

FAS achieves mission success through relationship-building to create and maintain an open and positive global trade environment. With long-standing partnerships and collaborations with the U.S. agricultural industry, other U.S. government agencies, and non-governmental organizations, FAS consistently evaluates and addresses customer needs. Equally essential are the FAS relationships with international partners, including foreign governments, international organizations, and international agriculture associations. FAS employees continuously evaluate, advise on, and support the strengthening of the global market environment for U.S. food and agricultural products.

FAS prides itself on flexibility and adaptability to meet the ever-evolving trade environment challenges while delivering its mission. FAS advocates for trade-promoting, science-based policies through trade frameworks and initiatives, partnerships, bilateral engagement, and international fora to address the evolving challenges of feeding a growing global population. FAS trade promotion and trade capacity building programs expand export opportunities by creating awareness and demand for U.S. agricultural products and offering tools to support market participation.

Trade Policy

FAS pursues fair and open markets by advocating for, developing, and carrying out trade-promoting and evidence-based policies intended to address trade barriers. A global, rules-based trade system is critical in setting the stage for smoothly functioning agricultural markets, broader economic development, increased global food safety and security, and the creation of agricultural and food systems that are economically, socially, and environmentally sustainable. FAS continues to pursue these policies through monitoring and administering existing trade agreements, building partnerships with United States government (USG) agencies and industry stakeholders, strengthening bilateral and multilateral engagements, and participating in international fora.

FAS partners with USG agencies and trade associations, as well as regional and international organizations, to increase market access and transparency by participating in international negotiations and encouraging the establishment of science-based standards that facilitate global trade. FAS works to prevent or mitigate negative effects of foreign country policy decisions by providing technical advice and support to governments around the world. Working with the overall USG lead on trade, the USTR, FAS negotiates, monitors, and implements trade agreements (bilateral, multilateral, and plurilateral) to maintain current markets and create new market opportunities for U.S. agriculture.

Trade Supporting Initiatives

FAS policy work to reduce trade barriers is complemented with Agency programs and activities that expand export opportunities. These trade-supporting initiatives succeed by creating awareness of U.S. agricultural products and offering tools to support market participation.

FAS trade capacity building activities and programs promote economic growth in developing countries that support integration into the global agricultural trade economy. FAS works to build trade capacity through technical assistance programs such as the Cochran Fellowship and Norman E. Borlaug International Agricultural Science and Technology Fellows Program which exposes agricultural officials and industry representatives from other countries to U.S. products and policies, helping to facilitate lasting, global relationships. FAS's fellowship programs and technical assistance activities have contributed to improved agricultural economies in beneficiary countries, while also providing new and improved opportunities for exports of U.S. agricultural products to these markets. As the U.S. continues to diversify and expand its agricultural trading opportunities into new emerging markets, FAS's other technical assistance activities strengthen local infrastructure and regulatory systems, develop science-based frameworks for monitoring and mitigating plant and animal diseases, improve consistency with U.S. practices and positions, and increase compliance with international obligations. These programs promote international trade and open markets for U.S. agricultural exports – creating predictable and transparent trade environments favorable to U.S. agricultural commodities such as soy, cotton, specialty crops, beef, and poultry. As the U.S. seeks to diversify and expand its agricultural trading opportunities into new emerging markets over the medium to long-term, addressing non-tariff measures such as sanitary and phytosanitary issues will be critical to success. Several of the next billion-dollar markets for U.S. agricultural products are in low- and middle-income countries, which highlights the need for increased technical cooperation with these countries as they strengthen and harmonize their regulatory systems with international standards, such as maximum residue limits for pesticides in specialty crops.

FAS further supports trade and economic development through its flagship international food assistance programs, namely the Food for Progress (FFPr) and the McGovern-Dole International Food for Education and Child Nutrition Program (McGovern-Dole). Utilizing the food resources of the United States, FFPr supports developing countries to develop and expand their agricultural economies through technical assistance, regulatory reforms, and infrastructure improvement. Under McGovern-Dole, U.S. commodities are donated to provide nutritious school meals to millions of children worldwide, strengthening food security and creating opportunities for long-term economic development through improved education. These programs help developing countries strengthen economic development and facilitate the transition from food assistance recipients to trading partners.

Market development and promotion programs, including participation at international trade shows and Agribusiness Trade Missions (ATMs), expand export opportunities for U.S. agriculture by building demand for U.S. products and supporting U.S. promotional efforts in foreign markets. By partnering with U.S. agricultural industry groups, as well as State and Regional Trade Groups (SRTGs), FAS administers several programs that contribute to U.S. agricultural exports including the Market Access Program (MAP), Foreign Market Development Cooperator Program (FMD), Cochran and Borlaug Fellowship Programs, Technical Assistance for Specialty Crops Program (TASC), Regional Agricultural Promotion Program (RAPP), Emerging Markets Program (EMP), and Quality Samples Program (QSP). In addition, FAS Export Credit Guarantee Programs expand U.S. agricultural exports by providing credit guarantees to support financing for commercial exports of U.S. agricultural products. By reducing financial risk to lenders,

credit guarantees encourage U.S. agricultural exports to buyers in countries — mainly developing countries — that might otherwise have difficulty securing the financing to make purchases of U.S. products. The impact of FAS’s export credit programs is expanded levels of agricultural exports to developing markets, providing U.S. producers with opportunities to develop a presence in new markets and creating additional jobs in the United States.

Market Analysis & Advice

FAS employees gather overseas policy developments, market data, and intelligence to inform domestic decision-making and support U.S. foreign policy around the globe. FAS is trusted by U.S. decision-makers and entities worldwide to provide relevant, sound, and reliable information related to foreign agricultural markets, international trade barriers, crop conditions, and related policy developments. Through market analysis in Washington and reporting from FAS overseas offices on foreign production and demand, FAS contributes to the USDA economic information system establishing official estimates of world agricultural supply and demand that drive trading on commodity markets worldwide. FAS maintains key public-facing databases to provide convenient access and up-to-date international market information to inform strategy and business decisions.

As the U.S. lead in global agricultural affairs, FAS uses its market intelligence, local presence in foreign markets, and global contacts to maintain long-standing relationships. These contacts are valuable to U.S. agricultural exporters in establishing and communicating the institutional understanding of other countries’ agricultural sectors. Collecting and communicating market information is valuable for U.S. exporters, as it provides a level playing field for U.S. organizations working abroad and supports these organizations in identifying new market opportunities.

Efficient Operations

Consistent with the Departmental goal of ensuring USDA programs are delivered efficiently, effectively and with integrity, FAS leadership, business operations, and mission support functions ensure the Agency’s diverse staff administers and delivers on its programs in the most efficient and effective way possible.

In addition to the professional cadre of staff headquartered in Washington, D.C., FAS has a highly skilled global network of approximately 100 offices providing coverage in approximately 180 countries around the world. FAS overseas personnel serve as first responders in cases of market disruption, provide critical market and policy intelligence to support U.S. agricultural strategic goals, and represent U.S. agriculture in consultations with foreign governments. As of September 30, 2023, there were 744 employees onboard, including 503 full-time permanent at headquarters, 125 full-time permanent in field offices, and 116 temporary and term employees. In addition, there were 348 locally employed staff onboard in overseas offices.

OIG AND GAO REPORTS

Table FAS-1. Completed OIG Reports

ID	Date	Title	Result
07601-0001-21	7/5/2023	Controls Over the Market Access Program	OIG found that FAS did not develop and document in the Notice of Funding Opportunity its criteria to make funding determinations and recommend funding levels; FAS did not consistently apply its funding processes to all applicants; and FAS did not ensure that MAP application reviewers were free from the appearance of a conflict of interest. FAS is implementing corrective actions agreed to by OIG, including updated NOFAs, a new SOP for allocating funds, and consultation on conflicts with the USDA Office of Ethics.

Table FAS-2. Completed GAO Reports

ID	Date	Title	Result
GAO-23-105538	4/12/2023	FEDERAL SPENDING Information on U.S. Funding to Entities Located in China	GAO found that U.S. agencies reported providing at least \$48 million in obligations for various purposes to entities located in China from fiscal years 2017 through 2021. Of this amount, agencies obligated about \$22.8 million through assistance awards and about \$25.2 million through contracts.

AVAILABLE FUNDS AND FTEs**Table FAS-3. Available Funds and FTEs (thousands of dollars, FTEs)**

Item	2022		2023		2024		2025	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs
Salaries and Expenses:								
Discretionary Appropriations	\$228,644	598	\$237,330	652	\$237,330	670	\$244,533	672
General Provisions	1,000		1,000		1,000		-	
GSM-102 FAS Administrative Expenses:								
Discretionary Appropriations	6,063	30	6,063	30	6,063	30	6,063	30
McGovern-Dole Food for Education:								
Discretionary Appropriations	237,000	16	243,331	16	248,331	16	243,331	16
Supplemental Appropriations	-	-	5,000	-	-	-	-	-
P.L. 480 Title II Grants:								
Discretionary Appropriations	1,740,000	-	1,750,000	-	1,800,000	-	1,800,000	-
Supplemental Appropriations	100,000	-	50,000	-	-	-	-	-
Total Discretionary Appropriations	2,211,707	644	2,237,724	698	2,292,724	716	2,293,927	718
Total Supplemental Appropriations	100,000		55,000		-		-	
Total Adjusted Appropriation	2,312,707	644	2,292,724	698	2,292,724	716	2,293,927	718
Balance Available, SOY	439,885	-	283,685	-	343,817	-	2,573	-
Recoveries, Other	97,434	-	57,860	-	-	-	-	-
Total Available	2,850,026	644	2,634,269	698	2,636,541	716	2,296,500	718
Lapsing Balances	-5,996	-	-3,961	-	-	-	-	-
Balance Available, EOY	-279,831	-	-343,817	-	-2,573	-	-2,673	-
Total Obligations	2,661,633	644	2,344,351	698	2,633,968	716	2,293,827	718
Other Funding:								
Commodity Credit Corporation								
Market Access Program Admin	5,152	39	5,284	41	5,604	39	5,604	39
Technical Assistance for Specialty Crops	908	6	1,024	6	1,085	6	1,085	6
Program Admin Costs:								
Emerging Market Program Admin Costs	895	122	914	12	970	11	970	11
Quality Samples Program Admin	86	4	179	4	189	4	189	4
Foreign Mkt Dev. Program Admin	1,245	16	1,246	16	1,321	16	1,321	16
Food for Progress Admin	3,974	34	4,905	36	4,905	34	4,905	34
Cotton and Wool Project Admin	254	-	254	-	135	-	135	-
Legal Services	250	-	250	-	135	-	135	-
Landsat Data and Support (Remote Sensing)	5,196	4	5,239	4	5,816	4	5,816	4
IRM Activities	16,989	-	16,978	-	22,326	-	22,326	-
IRM Activities (Non-CCC)	1,509	-	1,509	-	5,000	-	5,000	-
Emerging Market Program	994	13	1,675	13	1,675	13	1,675	13
USDA Satellite Imagery	75	-	75	-	75	-	75	-
Total Appropriation, Other Funding	37,527	127	39,532	132	49,236	127	49,236	127
Total Available, Other Funding	37,527	127	39,532	132	49,236	127	49,236	127
Total Obligations, Other funding	37,527	127	39,532	132	49,236	127	49,236	127
Total Obligations, FAS	2,699,160	771	2,383,883	800	2,683,204	843	2,343,063	845
Total, Agriculture Available	2,887,553	771	2,673,801	800	2,685,777	843	2,345,736	845
Other Federal Funds:								
USAID and other Development Assistance								
Assistance	26,647	-	16,071	-	16,071	-	16,071	-
Total, Other Federal	26,647	-	16,071	-	16,071	-	16,071	-
Total Available, FAS	2,914,200	771	2,689,872	800	2,701,848	813	2,361,807	815

PERMANENT POSITIONS BY GRADE AND FTEs

Table FAS-4. Permanent Positions by Grade and FTEs

Item	2022 Actual			2023 Actual			2024 Estimated			2025 Estimated		
	D.C.	Field	Total	D.C.	Field	Total	D.C.	Field	Total	D.C.	Field	Total
ES	5	-	5	5	-	5	5	-	5	5	-	5
SES.....	3	14	17	-	11	11	3	17	20	3	17	20
SL	-	-	-	-	-	-	-	-	-	-	-	-
GS-15.....	54	1	55	53	1	54	54	1	55	54	1	55
GS-14.....	123	3	126	121	2	123	123	3	126	123	3	126
GS-13.....	156	3	159	153	2	155	156	3	159	156	3	159
GS-12.....	101	2	103	96	2	98	101	2	103	101	2	103
GS-11.....	10	3	13	10	2	12	10	3	13	10	3	13
GS-10.....	1	-	1	1	-	1	1	-	1	1	-	1
GS-9.....	22	2	24	22	2	24	22	2	24	22	2	24
GS-8.....	4	-	4	4	-	4	4	-	4	4	-	4
GS-7.....	11	-	11	11	-	11	11	-	11	11	-	11
GS-5.....	15	-	15	15	-	15	15	-	15	15	-	15
GS-4.....	8	-	8	8	-	8	8	-	8	8	-	8
GS-3.....	1	-	1	1	-	1	1	-	1	1	-	1
GS-2.....	3	-	3	3	-	3	3	-	3	3	-	3
Other Graded	13	108	121	11	125	136	31	102	133	31	102	133
Total Permanent...	530	136	666	517	135	652	548	133	681	548	133	681
Unfilled, EOY.....	84	11	95	84	11	95	175	4	179	175	4	179
Total Perm. FT EOY	614	147	761	601	146	747	723	137	860	723	137	860
FTE*	639	132	771	668	132	800	686	127	813	688	127	815

*Total FTEs are all inclusive of workforce categories including temporary positions.

VEHICLE FLEET**Motor Vehicle Fleet**

FAS's motor vehicles are used exclusively by Foreign Service Officers and their staff stationed at posts overseas. FAS's overseas mission requires the use of official government vehicles to conduct field crop assessment trips to gather agricultural data, official travel to countries within regional coverage, transportation to local government offices, travel to representation events with agribusiness organizations, transporting official visitors, and providing mail/messenger courier services. Although FAS owns its overseas vehicle fleet, these vehicles are subject not only to USDA Directives, but are also under the authority of the Chief of Mission at each station. Each overseas station has an established vehicle policy to which USDA Foreign Service Officers must adhere and the Chief of Mission has the authority to determine other authorized uses that are permitted in accordance with the Foreign Affairs Manual Governing Asset Management. FAS requires operation and maintenance logs for all its vehicles. Periodic reviews ensure optimal use of each vehicle in the fleet.

Replacement Criteria

Passenger vehicles normally may not be replaced unless they either have a mileage of 100,000 or seven years or more of age. Armored vehicles have a shorter lifespan and are normally replaced every five years. Condition of the vehicle and cost analysis of maintenance and operating cost are also factors for replacement. Each post that has a vehicle is required to record daily usage, including fuel cost and maintenance in a vehicle logbook.

Reductions to Fleet

For 2025, there are three anticipated vehicle purchases. The vehicles purchased will replace existing vehicles and will require the disposal of three vehicles. The vehicles anticipated to be replaced average twelve years in age and average 50,000 miles.

Table FAS-5. Size, Composition, and Annual Costs of Motor Vehicle Fleet

Item	Sedans and Station			SUVs	Light Trucks 4X2	Light Trucks 4X4	Medium Duty Vehicles	Buses	Heavy Duty Vehicles	Total Vehicles	Annual Operating Costs
	Wagons	Vans									
2018 End of Year Operating Inventory	1	9	45	45	-	1	-	-	-	56	\$208,000
2022 End of Year Operating Inventory	1	4	46	46	-	-	-	-	-	51	288,000
2023 Actual Acquisitions	-	-	3	3	-	-	-	-	-	3	
2023 Actual Disposals	-	1	3	3	-	-	-	-	-	4	
2023 End of Year Operating Inventory	1	3	46	46	-	-	-	-	-	50	268,000
2024 Planned Acquisitions	-	-	2	2	-	-	-	-	-	2	
2024 Planned Disposals	-	-	4	4	-	-	-	-	-	4	
2024 End of Year Operating Inventory	1	3	44	44	-	-	-	-	-	48	275,000
2025 Planned Acquisitions	-	-	3	3	-	-	-	-	-	3	
2025 Planned Disposals	-	-	3	3	-	-	-	-	-	3	
2025 End of Year Operating Inventory	1	3	44	44	-	-	-	-	-	48	281,000

Note: Number of vehicles by type includes vehicles owned by the agency and leased from commercial sources or GSA.

Annual Operating Costs exclude acquisition costs and gains from sale of vehicles as shown in FAST.

Table FAS-6. Statement of Proposed Purchase of Passenger Motor Vehicles

Fiscal Year	Net Active Fleet, SOY	Disposals	Replacements	Additions	Total Acquisitions	Net Active Fleet, EOY
2022	51	5	5	-	3	51
2023	51	4	3	-	4	50
2024	50	4	2	-	2	48
2025	48	3	3	-	3	48

SHARED FUNDING PROJECTS**Table FAS-7. Shared Funding Projects (thousands of dollars)**

Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
Working Capital Fund:				
Administrative Services:				
AskUSDA Contact Center	-	\$37	\$56	\$58
Material Management Service	\$215	198	211	201
Mail and Reproduction Services	407	381	381	382
Integrated Procurement Services	79	75	77	-
Procurement Operations Services	251	440	377	455
Human Resources Enterprise Management Systems	11	13	10	10
Subtotal	963	1,144	1,112	1,106
Communications:				
Creative Media & Broadcast Center	89	151	172	131
Finance and Management:				
National Finance Center	203	216	214	203
Personnel and Document Security Program	-	41	47	47
Internal Control Support Services	43	78	68	65
Financial Shared Services	1,059	1,143	1,188	1,127
Subtotal	1,305	1,478	1,517	1,442
Information Technology:				
Client Experience Center	5,928	4,731	3,983	3,934
Department Administration Information Technology Office	173	177	146	130
Digital Infrastructure Services Center	3,508	3,718	2,825	2,668
Enterprise Cybersecurity Services	-	334	605	657
Enterprise Data and Analytics Services	-	140	144	137
Enterprise Network Services	521	493	650	601
Subtotal	9,500	9,593	8,353	8,127
Correspondence Management Services				
Office of the Executive Secretariat	136	199	209	181
Total, Working Capital Fund	11,993	12,565	11,363	10,987
Department-Wide Shared Cost Programs:				
Personnel and Document Security	346	-	-	-
Advisory Committee Liaison Services	20	18	22	22
Agency Partnership Outreach	48	58	59	59
Diversity, Equity, Inclusion and Accessibility	-	16	21	21
Medical Service	151	183	202	202
National Capital Region Interpreting Services	32	58	82	82
Office of Customer Experience	66	25	26	26
Physical Security	32	36	37	37
Security Detail	34	40	43	43
Security Operations	47	55	61	61
Talent Group	-	28	26	26
TARGET Center	10	13	14	14
USDA Enterprise Data Analytics Services	34	-	-	-
Employee Experience	-	27	30	30
Total, Department-Wide Reimbursable Programs	820	557	623	623
E-Gov:				
E-Rulemaking	11	5	8	10
Geospatial LoB	13	13	13	13
Gov Benefits	8	7	8	-
Grants.gov	-	-	-	-
Budget Formulation & Execution LoB	1	1	2	2
Financial Management LOB	1	1	2	2

Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
HR Management LOB	2	2	2	2
Integrated Acquisition Environment	1	2	1	1
Hiring Assessment Tool.....	2	-	-	-
Total, E-Gov	39	31	35	30
Agency Total.....	12,852	13,153	12,021	11,640

ADVERTISING EXPENDITURES

Table FAS-8 Advertising Expenditures (thousands of dollars)

Item	2023 Actual Number of Contracts	2023 Actual Dollars Obligated	2024 Estimated Number of Contracts	2024 Estimated Dollars Obligated	2025 Estimated Number of Contracts	2025 Estimated Dollars Obligated
Total Contracts for Advertising Services	6	\$1,669	6	\$1,669	6	\$1,669
Contracts for Advertising Services to Socially and Economically Disadvantaged Small Businesses.....	-	-	-	-	-	-
Contracts for Advertising Services to Women- Owned and Minority-Owned Small Businesses	1	394	1	394	1	394

ACCOUNT 1: SALARIES AND EXPENSES

APPROPRIATIONS LANGUAGE

The appropriations language follows (new language underscored; deleted matter enclosed in brackets):

1 *Salaries and Expenses*

2

3 For necessary expenses of the Foreign Agricultural Service, including not to exceed \$250,000 for representation
 4 allowances and for expenses pursuant to section 8 of the Act approved August 3, 1956 (7 U.S.C. 1766),
 5 [~~\$256,149,000~~]\$244,533,000, of which no more than 6 percent shall remain available until September 30,
 6 [~~2025~~]2026, for overseas operations to include the payment of locally employed staff: Provided, That the Service
 7 may utilize advances of funds, or reimburse this appropriation for expenditures made on behalf of Federal agencies,
 8 public and private organizations and institutions under agreements executed pursuant to the agricultural food
 9 production assistance programs (7 U.S.C. 1737) and the foreign assistance programs of the United States Agency for
 10 International Development: Provided further, That funds made available for middle-income country training
 11 programs, funds made available for the Borlaug International Agricultural Science and Technology Fellowship
 12 program, and up to \$2,000,000 of the Foreign Agricultural Service appropriation solely for the purpose of offsetting
 13 fluctuations in international currency exchange rates, subject to documentation by the Foreign Agricultural Service,
 14 shall remain available until expended.

LEAD-OFF TABULAR STATEMENT

Table FAS-9. Lead-Off Tabular Statement (In dollars)

Item	Amount
Estimate, 2024 ¹	\$238,330,000
Change in Appropriation	+6,203,000
Budget Estimate, 2025	<u>244,533,000</u>

¹ Includes \$1 million from the International Agricultural Education Fellowship Program General Provision.

PROJECT STATEMENTS

Table FAS-10. Project Statement on Basis of Appropriations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		FTE Inc. or Chg	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs	Inc. or Dec.	Dec. Key
Discretionary Appropriations:										
Salaries and Expenses.....	\$228,644	598	237,330	652	237,330	670	244,533	672	+\$7,203	+2
General Provision	1,000	-	1,000	-	1,000	-	-	-	-1,000	
Subtotal.....	229,644	598	238,330	652	238,330	670	244,533	672	6,203	+2 (1)
Total Adjusted Approp	229,644	598	238,330	652	238,330	670	244,533	672	6,203	+2
Add back:										
Total Appropriation	229,644	598	238,330	652	238,330	670	244,533	672	+6,203	+2
Recoveries, Other	2,000	-	-	-	-	-	-	-	-	-
Bal. Available, SOY	-	-	1,815	-	2,573	-	2,573	-	-	-
Total Available	231,644	598	240,145	652	240,903	670	247,106	672	6,203	+2
Lapsing Balances.....	-2,142	-	-	-	-	-	-	-	-	-
Bal. Available, EOY.....	-1,815	-	-2,573	-	-2,573	-	-2,673	-	-100	-
Total Obligations	227,687	598	237,572	652	238,330	670	244,433	672	+6,103	+2

Table FAS-11. Project Statement on Basis of Obligations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		FTE Inc. or Dec.	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs	Inc. or Dec.	or Dec.
Discretionary Obligations:										
Salaries and Expenses.....	\$226,687	598	\$236,572	652	\$237,330	670	\$244,433	672	+\$7,103	+2
General Provision	1,000	-	1,000	-	1,000	-	-	-	-1,000	
Subtotal										
Disc Obligations	227,687	598	237,572	652	238,330	670	244,433	672	+6,103	+2
Total Obligations	227,687	598	237,572	652	238,330	670	244,433	672	+6,103	+2
Add back:										
Lapsing Balances.....	2,142	-	-	-	-	-	-	-	-	-
Balances Available, EOY:										
Salaries and Expenses.....	1,815	-	2,573	-	2,573	-	2,673	-	+100	-
General Provision	-	-	-	-	-	-	-	-	-	-
Total Bal. Available, EOY....	1,815	-	2,573	-	2,573	-	2,673	-	+100	-
Total Available	231,644	598	240,145	652	240,903	670	247,106	672	+6,203	+2
Less:										
Recoveries, Other	-2,000	-	-	-	-	-	-	-	-	-
Bal. Available, SOY	-	-	-1,815	-	-2,573	-	-2,573	-	-	-
Total Appropriation	229,644	598	238,330	652	238,330	670	244,533	672	+6,203	+2

JUSTIFICATION OF CHANGES**Salaries and Expenses**

The numbers and letters of the following listing relates to values in the Change (Chg) Key column of the Project Statement:

(1) An increase of \$6,203,000 in Salaries and Expenses (\$238,330,000 available in 2024).

A) An increase of \$2,800,000 and 2 FTEs for the International Climate Hubs.

The FAS mission to promote U.S. agricultural exports is dependent on an enabling environment and marketplace for exports. As USDA implements domestic programs for new products produced using climate smart agricultural practices, FAS will play an important role in ensuring that there are markets for these new products. In addition, we must ensure that other market standards mirror U.S. standards for these products so that U.S. products are not shut out by foreign market barriers. A major piece of developing and expanding a global market for climate-smart commodities is to assist other countries in implementing production practices that meet the same criteria as the U.S. FAS proposes to share climate adaptation and mitigation tools through an International Climate Hub.

Additionally, FAS attachés overseas are increasingly receiving requests for technical exchanges and capacity building related to climate change. As a global leader in innovative agricultural practices and technology, the U.S. Department of Agriculture is often looked to as a resource. When providing climate technical assistance, USDA is leveraging our domestic knowledge and experience with the international community, and the U.S. is positioning itself to maintain and expand foreign markets by ensuring the long-term durability of trade infrastructure and regulations.

This funding request includes two additional FTEs that will work as International Climate Hub Leads. These staff members will work to tailor domestic climate-smart agriculture practices and resources to support localized overseas activities. The two dedicated FTEs would coordinate seminars, engage with industry experts, and travel to perform direct outreach. In addition, FAS Foreign Service Officers will work to promote the International Climate Hub resources and tools, and present possible use cases for them to foreign governments and stakeholders.

If the requested funding is not approved, FAS risks limiting the Agency's ability to preserve current markets and to develop new markets for U.S. climate-smart commodities. Furthermore, international engagement in sharing the technical capabilities of U.S. farmers, ranchers and foresters represents an opportunity to support global climate goals while improving the U.S.'s bilateral and regional relationships with a number of key trade partners.

B) An increase of \$4,403,000 for pay and employee costs.

This increase consists of \$4,403,000 in 2025 pay and employee costs for continuation of the 2024 pay cost increase of 5.2 percent and the 2025 pay increase cost of 2%. The proposed funding level will allow FAS to maintain its strong support of its long-term goal of promoting U.S. agricultural exports. The funds requested will be used to carry out activities and functions consistent with the full range of authorities and activities delegated to the agency. Continuation of FAS's mission is critical because it provides a level playing field for U.S. agriculture exporters; increases the demand for U.S. agriculture products; develops emerging markets overseas; and increases global food security.

C) A decrease of \$1,000,000 for the International Agricultural Education Fellowship Program General Provision.

This decrease of \$1,000,000 is due to the General Provision not being carried forward into 2025. These funds will be reallocated to other international priorities.

GEOGRAPHIC BREAKDOWN OF OBLIGATIONS AND FTEs**Table FAS-12. Geographic Breakdown of Obligations and FTEs (thousands of dollars, FTEs)**

State/Territory/Country	2022		2023		2024		2025	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs
District of Columbia	\$139,511	462	\$144,955	517	\$150,286	529	\$149,832	531
Florida.....	463	-	481	-	481	-	498	-
Other Countries.....	87,713	136	92,136	135	87,563	141	94,103	141
Algeria	529	-	546	-	546	-	565	-
Angola	135	-	141	-	141	-	147	-
Argentina	1,579	-	1,652	-	1,652	-	1,708	-
Australia	848	-	890	-	890	-	920	-
Austria	231	-	242	-	242	-	250	-
Bangladesh.....	560	-	586	-	586	-	606	-
Belgium	3,054	-	3,089	-	3,089	-	3,193	-
Bosnia and Herzegovina	94	-	98	-	98	-	102	-
Brazil	2,614	-	2,754	-	2,255	-	2,848	-
Bulgaria	184	-	193	-	193	-	200	-
Burkina Faso.....	56	-	59	-	59	-	61	-
Burma	422	-	442	-	442	-	457	-
Cambodia.....	4	-	4	-	4	-	5	-
Cameroon.....	67	-	70	-	70	-	73	-
Canada	1,981	-	2,074	-	2,074	-	2,144	-
Chile	910	-	953	-	953	-	985	-
China.....	12,397	-	12,613	-	11,613	-	12,938	-
Colombia	1,695	-	1,874	-	1,701	-	1,834	-
Costa Rica.....	757	-	792	-	792	-	820	-
Cote d'Ivoire	46	-	48	-	48	-	50	-
Croatia	121	-	127	-	127	-	131	-
Czechia	199	-	208	-	208	-	216	-
Dominican Republic	710	-	743	-	743	-	769	-
Ecuador.....	292	-	306	-	306	-	316	-
Egypt.....	1,388	-	1,443	-	1,443	-	1,492	-
El Salvador	1,366	-	1,530	-	1,430	-	1,478	-
Ethiopia.....	635	-	665	-	665	-	688	-
France	1,306	-	1,367	-	1,367	-	1,414	-
Georgia	3	-	3	-	3	-	4	-
Germany	1,968	-	2,060	-	2,060	-	2,130	-
Ghana.....	780	-	816	-	816	-	844	-
Haiti	60	-	63	-	63	-	65	-
Honduras.....	93	-	97	-	97	-	101	-
Hong Kong	2,130	-	2,230	-	2,230	-	2,305	-
Hungary	75	-	79	-	79	-	82	-
India.....	2,214	-	2,318	-	2,318	-	2,396	-
Indonesia.....	1,494	-	1,502	-	1,502	-	1,553	-
Israel	345	-	361	-	361	-	374	-
Italy.....	2,023	-	2,218	-	2,118	-	2,189	-
Jamaica	44	-	46	-	46	-	48	-
Japan	5,086	-	5,324	-	4,324	-	5,503	-
Jordan	118	-	124	-	124	-	128	-
Kazakhstan.....	549	-	575	-	575	-	594	-
Kenya.....	1,253	-	1,290	-	1,290	-	1,333	-
Liberia.....	56	-	59	-	59	-	61	-
Malaysia	672	-	703	-	703	-	728	-
Mexico.....	3,969	-	4,530	-	4,030	-	4,166	-
Morocco.....	745	-	780	-	780	-	807	-
Mozambique	81	-	85	-	85	-	88	-
Netherlands.....	1,019	-	1,067	-	1,067	-	1,103	-
New Zealand.....	306	-	320	-	320	-	332	-
Nicaragua.....	107	-	112	-	112	-	116	-
Nigeria	1,068	-	1,218	-	1,118	-	1,156	-
Pakistan.....	770	-	806	-	806	-	834	-
Palau	36	-	38	-	38	-	39	-
Panama	987	-	1,033	-	1,033	-	1,068	-
Peru.....	1,484	-	1,553	-	1,553	-	1,606	-

2025 USDA EXPLANATORY NOTES – FOREIGN AGRICULTURAL SERVICE

State/Territory/Country	2022		2023		2024		2025	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs
Philippines	1,296	-	1,457	-	1,357	-	1,403	-
Poland	708	-	741	-	741	-	767	-
Romania	358	-	375	-	375	-	388	-
Russia	405	-	424	-	424	-	439	-
Saudi Arabia	932	-	976	-	976	-	1,009	-
Senegal	848	-	888	-	888	-	918	-
Serbia	139	-	146	-	146	-	151	-
Singapore	239	-	250	-	250	-	259	-
South Africa	1,798	-	1,882	-	1,882	-	1,946	-
South Korea	3,466	-	3,628	-	2,628	-	3,751	-
Spain	777	-	813	-	813	-	841	-
Sri Lanka	28	-	29	-	29	-	31	-
Switzerland	1,321	-	1,383	-	1,383	-	1,430	-
Taiwan	1,398	-	1,463	-	1,463	-	1,513	-
Tanzania	81	-	85	-	85	-	88	-
Thailand	1,551	-	1,624	-	1,624	-	1,679	-
Tunisia	87	-	91	-	91	-	95	-
Turkey	1,070	-	1,120	-	1,120	-	1,158	-
Uganda	65	-	68	-	68	-	71	-
Ukraine	757	-	792	-	792	-	820	-
United Arab Emirates	1,784	-	1,867	-	1,867	-	1,931	-
United Kingdom	2,151	-	2,252	-	2,252	-	2,328	-
Venezuela	249	-	261	-	261	-	270	-
Vietnam	2,423	-	2,536	-	2,536	-	2,622	-
Zambia	67	-	70	-	70	-	73	-
Obligations	227,687	598	237,572	652	238,330	670	244,433	672
Lapsing Balances	2,142	-	-	-	-	-	-	-
Bal. Available, EOY	1,815	-	2,573	-	2,573	-	2,673	-
Total, Available	231,644	598	240,145	652	240,903	670	247,106	672

CLASSIFICATION BY OBJECTS**Table FAS-13. Classification by Objects (thousands of dollars)**

Item No.	Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
	Personnel Compensation:				
	Washington D.C.	\$57,575	\$61,863	\$64,319	\$63,945
	Personnel Compensation, Field	34,601	36,984	39,330	38,228
11	Total personnel compensation	92,176	98,847	103,649	102,173
12	Personal benefits.....	37,522	37,665	42,000	38,933
13.0	Benefits for former personnel.....	60	19	60	19
	Total, personnel comp. and benefits	129,758	136,531	145,709	141,125
	Other Objects:				
21.0	Travel and transportation of persons.....	6,720	8,949	9,113	9,250
22.0	Transportation of things.....	255	2,151	2,190	2,223
23.1	Rental payments to GSA	475	2,269	2,311	2,346
23.2	Rental payments to others.....	7,647	4,511	7,000	4,663
23.3	Communications, utilities, and misc. charges.....	1,792	1,103	2,000	1,140
24.0	Printing and reproduction	89	57	100	59
25.1	Advisory and assistance services.....	15,584	13,697	15,584	14,158
25.2	Other services from non-Federal sources.....	13,311	2,220	9,441	2,295
25.3	Other goods and services from Federal sources.....	39,412	7,876	8,020	8,141
25.4	Operation and maintenance of facilities.....	2,749	3,139	3,196	3,244
25.5	Research and development contracts	175	47,153	48,015	48,739
25.7	Operation and maintenance of equipment	7,267	4,336	4,415	4,482
26.0	Supplies and materials	1,351	1,394	1,420	1,442
31.0	Equipment	1,011	1,142	1,163	1,181
41.0	Grants, subsidies, and contributions	72	3	3	3
42.0	Insurance Claims and Indemnities	19	41	42	42
	Total, Other Objects.....	97,929	100,041	114,013	103,408
99.9	Total, new obligations	227,687	237,572	238,330	244,533
	DHS Building Security Payments (included in 25.3) ..	\$164	\$137	\$137	\$137
	Information Technology Investments:				
	Major Investment 1				
	TFAA-FAS-IMART				
11	Internal Labor	\$240	\$240	\$240	\$240
	External Labor (Contractors).....	3,399	754	754	754
	TFAA-FAS-Overseas Operations				
11	Internal Labor	35	35	35	35
	External Labor (Contractors).....	20	20	20	20
25.2	Outside Services (Consulting).....	25	25	25	25
	Total Major Investment 1	3,719	1,074	1,074	1,074
	Mission Area Non-Major Investment Totals.....	-	-	-	-
	Mission Area Standard Investment Totals	-	-	-	-
25.3	Mission Area WCF Transfers.....	9	9	9	9
	Total Non-Major Investment	9	9	9	9
	Total IT Investments	3,728	1,083	1,083	1,083
	Cybersecurity				
	Identify	n/a	-	861	861
	Protect.....	n/a	700	672	672
	Human Capital.....	n/a	350	442	442
	Total Cybersecurity.....	-	1,050	1,975	1,975
	Position Data:				
	Average Salary (dollars), ES Position	\$193,946	\$203,567	\$203,567	\$203,567
	Average Salary (dollars), GS Position	\$119,893	\$125,841	\$133,767	\$129,422
	Average Grade, GS Position.....	13.0	13.0	13.0	13.0

* Research and development contracts, 25.5, was incorrectly reflected in Other goods and services from Federal Sources, 25.3, in 2022

STATUS OF PROGRAMS

The Foreign Agricultural Service (FAS) is the foreign affairs agency within the United States Department of Agriculture (USDA) that handles overseas programs: international trade agreements and negotiations; export promotion and market development; collection of statistics and market information; as well as supporting capacity building and food security efforts in emerging economies. FAS also supports the Administration's priority of tackling the global climate crisis in all its programs by working with countries and global partners to raise ambition and adopt climate-smart agriculture and forestry practices that will help mitigate and adapt to the impacts of climate change. FAS's programs and global network of agricultural attachés and locally employed staff provide an unparalleled resource for understanding trade policy and market conditions and addressing issues as they arise.

ADDRESSING CLIMATE CHANGE VIA CLIMATE-SMART AGRICULTURE

We are at a crossroads facing the challenges of ending global hunger and addressing the climate crisis. Ambitious investment in climate-smart agriculture and sustainable food systems will help create the next generation of innovative solutions, enabling the world to meet nutritional needs, increase agricultural productivity, improve livelihoods, conserve nature and biodiversity, build resilience to climate change, reduce greenhouse gas emissions, and sequester carbon. FAS staff promote participation, innovation, capacity-building, research exchanges, and science-based, non-distorting measures to improve adaptation and mitigation efforts across the food and agriculture sector. FAS programs, expertise, and analyses promote U.S. domestic approaches to tackling the climate crisis, which strengthens the coherence of our foreign policy positions on climate, trade, and food security. FAS uses its network of global attachés and their extensive relationships and country contacts to recruit governmental and international organization partners to join U.S.-supported climate initiatives. Exemplary initiatives that FAS supported to promote its mission through climate-smart agriculture include but are not limited to the following.

- In response to the White House Global Fertilizer Challenge, in February of 2023 USDA launched the “Fertilize Right” program (Global Fertilizer Challenge – Improving Fertilizer Use Efficiency, Effectiveness and Alternatives). The program is funded and overseen by the U.S. Department of State's Office of Oceans, International Environment and Scientific Affairs, Office of Global Change, in coordination with the Office of the Special Presidential Envoy on Climate. Fertilize Right will implement activities in Brazil, Colombia, Pakistan, and Vietnam to improve fertilizer use efficiency, enhance fertilizer effectiveness, and develop alternatives to traditional chemical fertilizer. The goal of the program is to mitigate pressure on both food and fertilizer supply and reduce the likelihood of greenhouse gas emissions (N₂O) from fertilizer use. In 2023, USDA conducted scoping missions to launch project activities, established partner networks, and began the development of country assessments in all four countries. USDA's Natural Resources Conservation Service (USDA/NRCS), recognized worldwide for its soil science expertise, played a critical role in the scoping missions and all Fertilize Right activities.
- FAS and NRCS, in a partnership with Colorado State University, developed the COMET-Planner Global tool based on UNFCCC (United Nations Framework Convention on Climate Change) IPCC (Intergovernmental Panel on Climate Change) methodologies. The tool, designed for use in foreign countries, provides comprehensive information on potential agricultural carbon sequestration gains and greenhouse gas emission reduction generated by the adoption of conservation practices. It empowers international inventory experts, technical service providers, local farmers, ranchers, and forest landowners to make well-informed decisions regarding the adoption of conservation practices. The tool extends USDA's ability to work with priority countries on international capacity building and climate-smart conservation solutions. The COMET-Planner Global tool's availability to the public was first announced by Secretary of Agriculture Tom Vilsack as part of the launch of USDA's International Climate Hub website at USDA's Agricultural Innovation Mission for Climate (AIM4C) Summit held in Washington, DC in May of 2023.

TRADE POLICY

Greater access to foreign markets for U.S. agricultural producers requires an aggressive trade policy to reduce barriers including tariff and non-tariff barriers, eliminate export subsidies, reduce trade-distorting domestic subsidies, and foster the development of rules-based international systems that facilitate global trade. FAS works with other USDA agencies, the USTR, and others in the U.S. government to enforce existing trade agreements and negotiate new initiatives. In addition, FAS preserves trade through resolution of foreign market access issues such as U.S. export detention, restrictive Sanitary and Phytosanitary (SPS) and Technical Barriers to Trade (TBT) issues, and trade regulations. FAS overseas attachés and headquarters-based analysts cover more than 170 countries worldwide to prevent and resolve trade problems involving U.S. products and provide country and regional intelligence to support U.S. exporters and agricultural producers. FAS combines its intelligence gathering, analytical

skills, overseas presence, extensive industry contacts, technical expertise, and relations with other U.S. government agencies to develop and implement coordinated strategies to open overseas markets for U.S. agriculture. These efforts directly augment the private sector's ability to export and support the President's goals of job creation and sustainable economic growth. Notable achievements in these areas in 2023 include:

Vietnam Grants Market Access for U.S. Fresh Grapefruit: In February 2023, Vietnam granted market access for U.S. grapefruit following continued engagement between the U.S. and Vietnamese regulatory agencies with support from FAS staff in Washington and Vietnam. USDA estimates the potential value for exports of U.S. grapefruit to Vietnam at \$15 million annually.

India Eliminates Retaliatory Tariffs on Agricultural Products: In September 2023, India removed all retaliatory tariffs on agricultural products, including chickpeas, lentils, almonds, walnuts, and apples. India imposed retaliatory tariffs on selected goods in response to Section 232 national security measures on steel and aluminum and termination of India's Generalized System of Preferences status. India is the second largest export destination of U.S. tree nuts, valued at \$1 billion in 2022, and the top export market for almonds. FAS estimates U.S. exports of lentils could generate value at \$50 million in 2023. U.S. exports of apples to India were \$4.8 million in 2022, down from a record \$157 million in 2018.

Japan Solidifies Full Market Access for U.S. Ethanol: In March 2023, Japan published its final standard for ethanol blending, which included a revision to the greenhouse gas lifecycle score for U.S. corn ethanol, resulting in an additional 80-million-gallon export opportunity. In June 2023, Japan announced a separate target volume for Sustainable Aviation Fuels. The additional 80 million gallons have a conservative estimated value of \$180 million.

European Union Allows U.S. Oak Log Exports: In June 2023, the European Commission published a much-anticipated derogation allowing high value U.S. oak logs to be exported to the European Union (EU) for three years. FAS worked closely with USDA Animal and Plant Health Inspection Service (APHIS) to come to agreement on with the EU on fumigation treatments. It will allow U.S. exports of oak logs with bark, worth an estimated \$12 million, access to the EU market through 2026.

New Harmonized Schedule (HS) Codes for Blueberries: In 2023 the World Customs Organization (WCO) accepted FAS's 2021 proposal to create individual headings for fresh, frozen, and dried blueberries to separate blueberries from other fruits of the genus *Vaccinium*. A classification specific to blueberries will enable governments, importers, and exporters to better monitor the flow of trade and simplify customs processing. The three new subheadings for blueberries will be reflected in the next iteration of the HS in 2027.

U.S. Chicken Leg Quarter Exports to Honduras are Duty Free: In January 2023, FAS diligence ensured that Honduras honored their commitment in the Dominican Republic-Central American Free Trade Agreement (CAFTA-DR) to fully liberalize trade in chicken leg quarters on January 1, 2023, creating new opportunities for a \$30 million market for U.S. poultry.

Trade Preserved: In 2023, FAS negotiated the release of hundreds of detained shipments from the United States to dozens of countries. These shipments represent well over \$10 million and range from cooking oil in China, cheese in Costa Rica, grapefruit in Germany, and pepperoni in Thailand. Detained shipments risk being destroyed and have an immediate impact on U.S. companies, especially small and medium-sized companies, as well as a ripple effect on farmers, ranchers and producers, that cannot afford to lose an entire container or more of product.

TRADE SUPPORTING INITIATIVES

FAS supports U.S. industry efforts to build, maintain, and expand overseas markets for U.S. food and agricultural products. The Agency administers several export development programs including the following Commodities Credit Corporation funded programs: Foreign Market Development Cooperator Program (FMD), Market Access Program (MAP), Technical Assistance for Specialty Crops (TASC), Quality Samples Program (QSP), Emerging Markets Program (EMP), Agricultural Trade Promotion Program (ATP), and Regional Agricultural Promotion Program (RAPP). These programs provide funds to U.S. organizations to conduct a wide range of activities including market research, consumer promotion, trade servicing, capacity building, and market access support. The results of the agency's efforts ultimately benefit both the farm and non-farm sectors of the U.S. economy through the creation of jobs and new market opportunities. Working with the SRTGs (e.g., Food Export USA Midwest, Food Export USA Northeast, the Western United States Agricultural Trade Association, and the Southern United States Trade Association, etc.), the Intertribal Agriculture Council, and other industry organizations, FAS encourages outreach efforts that focus on facilitating export readiness of U.S. small- to medium-sized enterprises. FAS

facilitates U.S. industry participation, including tribal and other disadvantaged populations, in a range of international trade shows, and manages credit guarantee programs to benefit U.S. agricultural exports.

INTERNATIONAL TRADE SHOWS

In 2023, USDA endorsed a total of 24 trade shows that took place. These 24 USDA-endorsed trade shows featured 797 U.S. companies and organizations across 17 countries, drawing buyers from all over the world. Projected 12-month sales reported by U.S. exhibitors at the shows were estimated at \$1.66 billion.

Gulfood 2023: The 28th annual Gulfood trade show was held February 20-24, 2023, in Dubai, United Arab Emirates (UAE). Gulfood 2023 hosted 5,223 exhibitors from 125 countries with 134,460 visitors. The USA Pavilion welcomed 157 U.S. exporters (including 11 Cooperators, 4 SRTGs, and 5 State Departments of Agriculture (SDoAs)) reporting \$18,620,000 in on-site sales and \$170,600,000 in projected 12-month sales. U.S. exhibitors showcased 1,128 products and made 2,406 serious contacts. FAS Administrator Whitley attended the show to visit with U.S. exhibitors and Cooperators in the USA Pavilion and to take part in a gumbo cooking demonstration highlighting U.S. poultry with Louisiana chefs Bonnie Breaux and Johnnie G. In addition to local buyers in the UAE, over 60 FAS-sponsored buyers from India, Tunisia, France, Bulgaria, South Africa, Ethiopia, Egypt, Jordan, Cote D'Ivoire and Ghana attended Gulfood to visit the USA Pavilion.

SIAL Paris 2022: SIAL Paris (Salon International de l'Alimentation) was held October 19-23, 2022, in Paris, France and welcomed over 7,000 exhibitors and over 265,000 visitors, of which 87 percent were international visitors from over 200 countries. The USA Pavilion welcomed 138 U.S. exporters (including 10 Cooperator, 4 SRTGS, and 5 SDoAs) reporting over \$332.6.1 million in projected 12-month sales and \$9.6 million in on-site sales. New to the show this year was the USA Pavilion expanding into the Dairy Hall and the creation of a matchmaking service between FAS lead buyer delegations and U.S. companies.

AGRIBUSINESS TRADE MISSIONS

FAS conducts trade missions in countries and regions around the world that demonstrate strong economic growth potential, decreasing barriers to trade, or have other relevant market conditions that support U.S. agricultural exports. Trade missions provide first-hand education to U.S. businesses and state departments of agriculture representatives about economic conditions and regulatory environments in host-country markets, allow U.S. businesses to conduct one-on-one business meetings with counterpart companies from targeted countries, and enable senior leadership from USDA to engage government representatives in trade-related policy dialogue that furthers U.S. interests and bolsters bilateral relations.

USDA/FAS hosted six Agribusiness Trade Missions in 2023. Former Deputy Secretary Bronaugh kicked off the start of the fiscal year by leading 16 small and medium U.S. agribusinesses to East Africa (Kenya and Tanzania). Former FAS Associate Administrator Hamilton led 21 U.S. agribusinesses to Madrid for the Spain/Portugal Trade Mission in November. Under Secretary for Trade and Foreign Agricultural Affairs Alexis Taylor led the four remaining Trade Missions to Panama, the Netherlands, Japan, and Chile. A total of 129 U.S. agribusinesses across these six Trade Missions participated in 1,744 business-to-business meetings, generating \$70.4 million in on-site and projected 12-month sales.

VIRTUAL TRADE EVENTS (VTEs)

VTEs had become a mainstay during the COVID pandemic but have been less utilized post-pandemic. FAS continues to leverage VTEs since they provide a user-friendly and functional platform, enable FAS to reach new participants, open new markets, and promote relationship-building between U.S. exporters and potential buyers for U.S. agricultural and food products.

In 2023, FAS hosted two unique VTEs in the Canadian market focused on healthy and natural foods and pet food. These VTEs resulted in 86 business to business meetings and generated \$150,000 in 12-month projected sales for U.S. exporters who were unable to travel to these international markets. The success of these VTEs demonstrates how technology can help ensure continuity in delivering to stakeholders when we are unable to meet in person.

Country Strategy Support Fund (CSSF)

FAS Washington works closely with FAS overseas posts to link the use of the Country Strategy Support Fund (CSSF) to the strategic trade expansion goals of FAS and USDA. The fund supports market promotion and other FAS strategic priorities, including market access.

FAS Algiers Ruminant Collab Sparks Commercial Demand for U.S. Genetics: From September 15 - 21, FAS Algiers held the “American-Algerian Collaboration for Ruminant Health.” This was the first time that FAS, APHIS, and the U.S. genetics industry collaborated on a seven-day market development event with the aims of opening the market, educating, and generating sales. The Collaboration was opened by the U.S. Ambassador, who formally unveiled the semen certificate signed the week before. The U.S. companies reported on-site sales of almost \$125,000 for bovine genetics. The collaboration was front page news in Algeria with eight outlets (television and print) covering the event. FAS Algiers utilized CSSF funds for the event, with private industry contributing sponsorships.

DelicioUS! X Berlin Beer Week 2023: Taking place from August 23 to September 3, FAS Berlin, with the branded campaign DelicioUS, used CSSF funds to co-sponsor a street food market, named Beer, Bourbon, Barbecue. Funds also supported USA Brews Cruise on the river with craft beer from California, North Carolina, and Tennessee on tap, a Tap Takeover in a local bar showcasing U.S. beer, and an exclusive tasting event for the press and influencers at the Deputy Chief of Mission's Residence. The goals of the event were to increase beer and BBQ food sales, identify additional beer and bourbon distributors, and amplify media and social media coverage of U.S. craft beers and BBQ. An estimated 11,000 people participated and estimated sales were \$75,000.

FAS Supports Buyers Attending Anuga: Numerous FAS posts used CSSF funds to support buyers attending Anuga, the world's largest food and drink trade show. The mid-October show took place in Cologne, Germany where 140,000 visitors from over 200 countries attended the show. The United States had its largest-ever presence with 188 companies at the show. Buyers interested in importing U.S. agricultural products visited the USA Pavilion at Anuga and met with the US exhibitors. Exhibitors highlighted sustainable, innovative, and new to market products. Anuga also convened FAS officers and local staff from across Europe and the Middle East, fostering greater collaboration.

California Wine Showcase: Utilizing CSSF funds, FAS/Mumbai partnered with the California Wine Institute to organize a one-day California Wine Showcase on October 13. The event promoted 113 existing and new to market Californian wines to retailers, chefs, hotels, restaurants, importers, distributors, wholesalers, and end consumers. This promotion introduced new U.S. wines to hotel restaurant and institutional sector and retail entities, resulting in a sustained increase in sales of U.S. alcoholic beverages. OAA Mumbai also contracted with Taj Mahal Palace Mumbai hotel to organize a masterclass, tasting and a wine paired dinner. A digital catalog with a QR code was created featuring all wines that detailed their tasting notes, use and pairing suggestions, prices, and trade terms to help local buyers easily select those wines they enjoyed the most during the sessions.

United Tastes Summer BBQ Festival: FAS/Hanoi used CSSF funds to support the United Tastes Summer BBQ Festival. The September 21 event successfully promoted a variety of U.S. food ingredients available in Vietnam including U.S. pork, beef, chicken, Alaska seafood, potatoes, blueberries, raisins, pulses, soybeans, popcorn, California cheese, Washington apples, and Wisconsin ginseng. The event featured the U.S. Ambassador giving opening remarks and a local restaurateur and a BBQ expert doing a demonstration of American BBQ techniques with the Agricultural Counselor. 158 contacts attended, including importers, hoteliers, restaurants, supermarkets, food processing companies, culinary schools, and media. Guests dined on a BBQ buffet with over 15 dishes featuring products sponsored by the cooperators. Participating cooperators also showcased their respective products at tables located around the event. The outdoor event was an opportunity to bring together a variety of contacts in a more casual atmosphere that showcased not only U.S. food products but highlighted the culture around American BBQs. FAS Hanoi plans to make the BBQ an annual event to reinforce the relationship between FAS Hanoi, USDA Cooperators, and U.S. Exporters as well as importers, retailers, hoteliers, restaurants, and food processors in Vietnam.

Indonesia Delegation Conducts Audit of Meat Processing Plants: FAS used CSSF funds to enable staff to accompany an Indonesian delegation on an upcoming audit of meat processing plants. FAS/Jakarta and the Food Safety and Inspection Service (FSIS) coordinated the logistics for the October audit. The U.S. Meat Export Federation estimates that a successful audit could lead to a \$30-50 million increase in U.S. meat exports to Indonesia.

Dialogue on the Nexus of Climate Smart Agriculture and Innovative Biotechnology: FAS/Dhaka used CSSF funds to organize a biotechnology outreach event on September 11. The goal was to raise awareness and enhance understanding on the relevance of crop genetic engineering research and development to boost the climate smart agricultural development in Bangladesh. The dialogue primarily focused on bringing together key stakeholders to

foster awareness and exchange knowledge regarding the role biotech can play in mitigating and adapting to climate change. The event had 170 participants including researchers from different public and private research organizations, academics from the universities, regulators and policy planners from the Ministries of Agriculture, Fisheries and Livestock, Environment, Forest and Climate Change, and Science and Technologies.

COMMODITY CREDIT CORPORATION EXPORT CREDIT GUARANTEE AND FACILITY GUARANTEE PROGRAMS

The objective of the CCC Export Credit Guarantee Program (GSM-102) is to increase sales of U.S. agricultural commodities to international markets by facilitating the extension of credit by the U.S. private sector to (primarily) developing countries deemed eligible by USDA. In 2023, the GSM-102 program supported \$3.1 billion in agricultural commodity exports, supporting approximately 20,400 U.S. jobs. The program targeted approximately 130 countries worldwide. The largest markets were Mexico, Colombia, Honduras, Ecuador, the Dominican Republic, and Guatemala. Other key markets in 2023 were South Korea, Tunisia, Nigeria, Morocco, and Egypt. The most widely registered commodities included corn, soybean meal, soybeans, wheat, cotton, distiller’s dried grains (DDGS), and rice. 2023 accomplishments include:¹

- The GSM-102 program supported \$1.1 billion in U.S. yellow corn sales. U.S. yellow corn exports under the program to Iraq, Costa Rica, and Morocco accounted for 100 percent, 37 percent, and 13 percent, respectively, of all U.S. yellow corn exports to these countries in 2023. GSM-102 helps U.S. exporters compete with other major yellow corn suppliers, such as Argentina and Brazil, in these markets. This is the first time in at least 20 years that the program supported exports of U.S. yellow corn to Iraq.
- Soybean meal was the second largest commodity supported by the GSM-102 program, with \$853 million in sales. U.S. soybean meal sales under the program to Tunisia, Dominican Republic, and Saudi Arabia accounted for 87 percent, 43 percent, and 32 percent, respectively, of all U.S. soybean meal exports to these countries in 2023. With the help of the GSM-102 program, the United States was able to compete in Saudi Arabia’s soybean meal market against competitors Argentina and Brazil.

Table FAS-14. GSM-102 Program Exports Supported by Region, 2023

Country/Region	\$ Millions
Africa, Middle East, Turkey, Caucasus, and Central Asia	\$293
Asia Region	114
Latin America	2,678
Total	3,085

The Facility Guarantee Program (FGP) is designed to boost sales of U.S. agricultural products by providing credit guarantees for goods and services to improve or establish agriculture-related facilities in emerging markets where demand may be limited due to inadequate storage, processing, handling, or distribution capabilities. In 2022, USDA introduced several modifications to create flexibilities for exporters undertaking transactions with tenor less than 24 months including a reduction in application fees, waiving the requirement for an initial payment, and restructuring guarantee coverage. USDA continued outreach efforts in 2023 to increase industry awareness of FGP and these new flexibilities, which seems to be stimulating renewed interest in the FGP.

Program Management/Oversight: FAS has internal controls in place to ensure the program is administered in compliance with applicable laws, regulations, policies, and procedures. In 2023, FAS continued to proactively manage GSM-102 program risk and costs. FAS continues to analyze current program performance, along with historical default and recovery data, to update its credit reform subsidy model. Average GSM-102 program subsidy was negative at -0.26 percent in 2023 and is currently estimated at -0.24 percent for 2024.

BORLAUG INTERNATIONAL AGRICULTURAL SCIENCE AND TECHNOLOGY FELLOWSHIP PROGRAM

As of 2023, USDA’s Borlaug International Agricultural Science and Technology Fellowship Program (Borlaug) has sponsored trained more than 980 Borlaug Fellows from 69 countries. Borlaug promotes agricultural productivity, food security, trade, and economic growth by providing training and collaborative research opportunities to early and mid-career scientists, researchers, or policymakers from developing and middle-income countries. The program addresses obstacles to the adoption of technology, such as ineffective policies and regulations.

¹ Country-specific GSM-102 sales data as a percentage of overall U.S. exports during 2023 is based on U.S. trade data through August 2023.

In 2023 the Borlaug Fellowship Program contributed to research on a high-yield rice variety resistant to disease and humid conditions in Malaysia. This research led to the development of a reliable molecular toolbox for simultaneous analysis of multiple functional genes in rice and superior grain quality. Since returning to Malaysia, the Fellow continues to work on drought tolerant rice varieties through a climate smart agriculture funded grant under the Scientific Cooperation Research Program. This current collaboration will seek to identify genes associated with an increased tolerance to dry periods used in the alternative wetting and drying technique. Alternative wetting and drying allows for less water usage and greenhouse gas emissions in the rice growing process.

Table FAS-15. Borlaug Participants in 2023 by Region

Region	USDA Funded Participants
Asia	1
Eastern Europe and Eurasia	3
Latin America and the Caribbean	1
Africa and the Middle East	3
Total	8

COCHRAN FELLOWSHIP PROGRAM

As of 2023, USDA's Cochran Fellowship Program (Cochran) has trained more than 19,450 participants from 127 middle income countries and emerging markets. The Cochran Fellowship Program continues to provide support to U.S. farmers and ranchers by promoting U.S. agricultural products in the global marketplace.

As of October 2023, Malaysia's Ministry of Health will implement new policies related to the amount of sampling required to monitor imported foods. This policy change was introduced by a Food Technician for the Government of Malaysia, who participated in a 2023 Cochran Fellowship training program on regulatory protocols on import/export documentation and sanitary/logistical practices. The official cited her Cochran experience as having a significant and positive impact on her ability to implement this policy. She noted that the Cochran program provided clarity on requirements associated with the importation of agricultural products into the United States. The new policy for Malaysia will help decrease the costs associated with importing goods due to more efficient monitoring practices.

Table FAS-16. Cochran Participants in 2023 by Region

Region	USDA Funded Participants
Asia	52
Eastern Europe and Eurasia	31
Latin America and the Caribbean	66
Africa and the Middle East	74
Total	223

FOREIGN FOOD ASSISTANCE PROGRAMS

In 2023, the McGovern-Dole program was authorized to allocate no more than 10 percent of its annual base appropriations (\$243 million) and no less than \$24.3 million for the purchase of local and regional procured commodities under McGovern-Dole projects to support the improved nutritional quality of school meals and build school feeding sustainability. In 2023, FAS programmed a total of 371,350 metric tons of food assistance between McGovern-Dole and Food for Progress.

Table FAS-17. FAS Food Assistance Program Summary, 2023

Program	Dollars	Metric Tons
CCC Funded/FFPr	\$225,000,000	340,000
McGovern-Dole Food for Education	\$243,000,000	31,350
Total	\$468,000,000	371,350

COMMODITY CREDIT CORPORATION (CCC) FUNDED – FOOD FOR PROGRESS (FFPR)

In 2023, FAS signed seven new awards, totaling \$225 million, in Bangladesh, The Gambia, Lesotho, Cote d'Ivoire, Mauritania, Nepal, and Togo. These projects will monetize 340,000 metric tons of U.S. agricultural commodities and utilize the proceeds to strengthen value chains for greater gender equity, higher incomes, increased climate resilience and adaptation, and enhanced trade capacity. All these projects will strengthen food security through increased productivity; improved trade enabling environments through Sanitary and Phytosanitary and technical

field assistance implementation; and climate smart agriculture. FAS also continued implementing more than \$1 billion in active projects across more than 40 countries, helping to promote trade-enabling agricultural development and strengthen long-term food security around the globe.

Food for Progress (FFPr) provided Federal assistance to implement the Linking Infrastructure, Finance, and Farms to Cashew (LIFFT-Cashew) in Senegal, The Gambia, and Guinea-Bissau. The six-year project from 2017 to 2023 was awarded a merit-based extension in 2022 to continue through 2025. The project is developing a regional and integrated cashew value chain by increasing cashew production, processing, and trade in local and international markets. This is being accomplished through the construction of durable trade infrastructure, increased access to financial services, smallholder farmer organization, and training to increase production and bargaining power to build the capacity of local processors to add value to cashew kernel in West Africa. In 2022 alone, participating cooperatives in the countries sold 79,752 MT of raw cashew nuts, which helped farmers and farms generate \$71,733,016 in sales.

Through public-private partnerships between cooperatives, financial institutions, and the Warehouse Receipt System Regulation Organ of Senegal, more than \$840,000 in financing for cooperatives was made available. An additional \$64 million in prefinancing from individual exporters or trading companies was leveraged. To date, LIFFT-Cashew trained 20,946 farmers on Good Agricultural Practices such as correct pruning, spacing, intercropping, and post-harvest techniques. As a result, 15,686 farmers have applied improved management practices or technologies on more than 20,000 hectares of cashew plantations. In addition, the project works to improve local cashew variety productivity and quality by working with cashew nurseries. Since 2020 these nurseries have produced more than 98,000 seedlings used in agroforestry and reforestation of new plantations and to renew old, non-productive ones.

The region is known for its high-quality nuts and the potential for organic production. The project assists processing companies in obtaining organic and industry food safety certifications to open their markets to U.S. buyers. In total, 6,750 farmers were trained in organic production, and 1,875 became certified in organic and have been linked with a local processing company that purchased their nuts. The project's goal is to certify at least 6,000 farmers in the next two years, further building the capacity of processing companies to sell to the U.S. market.

McGOVERN-DOLE INTERNATIONAL FOOD FOR EDUCATION AND CHILD NUTRITION PROGRAM

The McGovern-Dole International Food for Education and Child Nutrition (McGovern-Dole) program feeds school children with U.S.-sourced commodities, supported by limited local and regionally procured commodities, and enhances the literacy, nutrition, and hygienic practices of the children and their families. Over the 22 years USDA has administered McGovern-Dole, the program has benefited more than 31 million children and families in 48 countries, providing more than 1.3 million tons of food for 5.5 billion school meals, and supporting holistic programs through U.S.-donated commodities, and technical and financial support. \$243 million in assistance was made available under the program in 2023. Funds also cover supported complementary activities focused on ensuring sustainability, educational instruction, teacher training, school infrastructure construction, water and sanitation improvements, and administrative expenses. FAS signed six new McGovern-Dole five-year awards in 2023, totaling \$197 million, for projects in Haiti, Mozambique, Nepal, Nicaragua, Sri Lanka, and Togo. A seventh award valued at \$33 million is currently in negotiation. Together, these six awards will improve primary education, reduce food insecurity through school meals programs in 3,353 preschools and primary schools, reaching an estimated 891,798 beneficiaries over the life of projects. Across all six projects, McGovern-Dole will program 31,350 metric tons (MT) of U.S. commodities, and 12,794 MT of locally and regionally procured commodities. In 2023, McGovern-Dole also processed seven cost amendment requests, utilizing over \$10 million in available prior year funds to address commodity, freight, and administrative cost budget shortfalls caused by food and fuel price inflation.

CAPACITY BUILDING AND DEVELOPMENT

- **Peru created decree to allow recently captured fish (salmon, Alaska Pollock, and Cod) from Alaska to enter country as raw material for further processing:** FAS has been providing training and assistance to SANIPES, the Peruvian seafood agency, on seafood hazard analysis critical control point (HACCP), parasite controls and sanitation. The work on this decree started in 2020 and was incorporated into practice late 2021 allowing U.S. to increase seafood exports to Peru by over \$8 million in 2022-2023 season. In addition, since Alaska and Peru have opposite fishing seasons, this allowed plants that would have been idle to continue to operate and provide employment to approximately 800 persons.

- **Technical Assistance from FAS helps Bangladesh lift its nearly five-decade-long fumigation requirement on U.S. cotton imports:** Under a USAID-funded program, FAS provided Sanitary and Phytosanitary training and workshops and facilitated technical discussions with FAS in Dhaka. FAS delivered trainings on the Plant Quarantine Act and Rules, Pest Free Areas, Phytosanitary Inspections, and Phytosanitary Treatments. Building upon almost a decade of technical cooperation activities on plant health by FAS with Bangladesh, these trainings increased both technical understanding and trust between USDA and Bangladeshi counterparts, and complemented other USDA efforts, directly leading to the lifting of the fumigation requirement in May 2023. The successful removal of the fumigation requirement is expected to save over \$1M in annual fumigation fees paid by importers and increase U.S. market share.
- **With USDA support, the African Union (AU) launches a new Continental Food Safety Strategy:** In March 2023, after more than two years in development, the African Union Commission (AUC) publicly released its first continental Food Safety Strategy. The document provides a blueprint for AU regional economic communities and member states to strengthen their food safety systems and harmonize standards for improved food safety and trade of agri-food products. The AUC publicly acknowledged USDA’s technical support in its development, coordinated by FAS in partnership with the U.S. Office of Codex Alimentarius, APHIS, FDA, and Texas A&M University, which helped to ensure the strategy was consistent with international standards and principles of risk-based decision-making.
- **Retired USDA Lab Equipment Provides Ukraine’s Veterinarians with Critical Tools Needed to Fight Animal Diseases:** After several months of interagency communication, planning, and preparing, FAS facilitated the receipt and donation of retired ARS laboratory equipment to Ukraine. The equipment, valued at \$245,000, was received in July 2023 by the State Service of Ukraine for Food Safety and Consumer Protection (SSUFSCP), and will increase Ukrainian access to improved laboratory technology and improve the analysis of international sanitary and phytosanitary risks stemming from the full-scale Russian invasion of Ukraine.
- **Advancing Harmonized Regional Pesticide Regulations in Central America and the Dominican Republic for Improved Farmer Livelihoods and Agricultural Trade:** The Inter-American Institute for Cooperation on Agriculture (IICA), in cooperation with the Central American Agricultural Council (CAC) and FAS concluded their first in-person meeting of the technical working group for the Central American Technical Regulations in Acajutla-San Salvador, El Salvador in March 2023. Pesticide regulatory science experts from eight participating countries met to review and negotiate the harmonization of regional regulations governing the registration and standards for pesticide use in their countries. The draft regulations are aligned with Codex and U.S. standards. Over the coming months, the parties expect to finalize a consensus document, which then IICA and CAC will submit to the Secretariat of the Central American Integration System for negotiation and approval.

PROGRAM EVALUATION

FAS’s monitoring and evaluation efforts demonstrate its commitment to ensuring a strong culture of evaluation, accountability, and learning from evidence. To support the generation of robust evidence for program use, FAS helped manage three ongoing external evaluation and research efforts, including an impact evaluation and two research projects. To improve international food assistance project data quality, in 2023 FAS continued to directly support the Food Aid Information System (FAIS) upgrade deployed globally in 2021. In compliance with the Foreign Aid Transparency and Accountability Act (FATAA), FAS continued to review and publish evaluation reports on food assistance projects in 2023.

ACCOUNT 2: MCGOVERN-DOLE FOOD FOR EDUCATION

APPROPRIATIONS LANGUAGE

The appropriations language follows .:

- 1 For necessary expenses to carry out the provisions of section 3107 of the Farm Security and Rural Investment Act of
- 2 2002 (7 U.S.C. 1736o-1), \$243,331,000, to remain available until expended: *Provided*, that the Commodity Credit
- 3 Corporation is authorized to provide the services, facilities, and authorities for the purpose of implementing such
- 4 section, subject to reimbursement from amounts provided herein: *Provided further*, that the amount made available
- 5 under this heading, not more than 10 percent, but not less than \$24,300,000, shall remain available until expended to
- 6 purchase agricultural commodities as described in subsection 3107(a)(2) of the Farm Security and Rural Investment
- 7 Act of 2002 (7 U.S.C. 1736o-1(a)(2)).

LEAD-OFF TABULAR STATEMENT

Table FAS-18. Lead-Off Tabular Statement (In dollars)

Item	Amount
Estimate, 2024	\$248,331,000
Change in Appropriation	-5,000
Budget Estimate, 2025	<u>243,331,000</u>

Table FAS-19. Project Statement on Basis of Appropriations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		Inc. or Dec.	FTE Inc. or Dec.	Chg Key
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs			
Discretionary Appropriations:											
McGovern-Dole Food for											
Education	\$237,000	16	\$243,331	16	\$248,331	16	\$243,331	16	-5,000	-	(1)
Subtotal	237,000	16	243,331	16	248,331	16	243,331	16	-5,000		
Supplemental Appropriations:											
Ukraine Supplemental	-	-	5,000	-	-	-	-	-	-	-	-
Subtotal	-	-	5,000	-	-	-	-	-	-	-	-
Total Adjusted Approp	237,000	16	248,331	16	248,331	16	243,331	16	-5,000	-	
Add back:											
Total Appropriation	237,000	16	248,331	16	248,331	16	243,331	16	-5,000	-	
Recoveries, Other	17,501	-	5,225	-	-	-	-	-	-	-	-
Bal. Available, SOY	30,020	-	36,691	-	79,152	-	-	-	-79,152	-	-
Total Available	284,521	16	290,247	16	327,483	16	243,331	16	-84,152	-	
Bal. Available, EOY	-36,691	-	-79,152	-	-	-	-	-	-	-	-
Total Obligations	247,830	16	211,095	16	327,483	16	243,331	16	-84,152	-	

* 2022 End of Year Balance Available has been updated. The information that was presented in the 2024 President’s Budget has been corrected as the 2022 entry was an error.

Table FAS-20. Project Statement on Basis of Obligations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		Inc. or Dec.	FTE Inc. or Dec.
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs		
Discretionary Obligations:										
McGovern-Dole Food for										
Education	\$247,830	16	\$211,095	16	\$327,483	16	\$243,331	16	-\$79,152	-
Subtotal Disc Obligations	247,830	16	211,095	16	327,483	16	243,331	16	-79,152	-
Offsetting Collections:										
Total Obligations	247,830	16	211,095	16	327,483	16	243,331	16	-79,152	-
Balances Available, EOY:										
McGovern-Dole Food for										
Education	36,691	-	79,152	-	-	-	-	-	-	-
Total Bal. Available, EOY	36,691	-	79,152	-	-	-	-	-	-	-
Total Available	284,521	16	290,247	16	327,483	16	243,331	16	-79,152	-
Less:										
Recoveries, Other	-17,501	-	-5,225	-	-	-	-	-	-	-
Bal. Available, SOY	-30,020	-	-36,691	-	-79,152	-	-	-	+79,152	-
Total Appropriation	237,000	16	248,331	16	248,331	16	243,331	16	-	-

* 2022 End of Year Balance Available has been updated. The information that was presented in the 2024 President’s Budget has been corrected as the 2022 entry was an error.

JUSTIFICATION OF CHANGES

McGovern-Dole Food for Education Program

The numbers and letters of the following listing relates to values in the Change (Chg) Key column of the Project Statement:

A decrease of \$5,000,000 in McGovern-Dole Food for Education Program (\$248,331,000 available in 2024).

(1) A decrease of \$5,000,000 for the McGovern-Dole Food for Education Program.

The supplemental funding carried forward from 2023 to the annualized continuing resolution in 2024 is not being requested in 2025.

GEOGRAPHIC BREAKDOWN OF OBLIGATIONS AND FTEs

Table FAS-21. Geographic Breakdown of Obligations and FTEs (thousands of dollars, FTEs)

State/Territory/Country	2022		2023		2024		2025	
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs
District of Columbia	\$247,824	16	\$211,085	16	\$327,473	16	\$243,321	16
Other Countries.....	3	-	5	-	5	-	5	-
Kenya.....	1	-	-	-	-	-	-	-
Mozambique.....	-	-	2	-	2	-	2	-
Senegal	2	-	3	-	3	-	3	-
Obligations.....	247,830	16	211,095	16	327,483	16	243,331	16
Bal. Available, EOY.....	36,691	-	79,152	-	-	-	-	-
Total, Available	284,521	16	290,247	16	327,483	16	243,331	16

CLASSIFICATION BY OBJECTS

Table FAS-22. Classification by Objects (thousands of dollars)

Item No.	Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
	Personnel Compensation:				
	Washington D.C.	\$2,174	\$2,206	\$2,206	\$2,206
11	Total personnel compensation	2,174	2,206	2,206	2,206
12	Personal benefits.....	733	812	812	812
	Total, personnel comp. and benefits	2,907	3,018	3,018	3,018
	Other Objects:				
21.0	Travel and transportation of persons.....	100	211	322	243
22.0	Transportation of things.....	-	1	2	1
25.1	Advisory and assistance services.....	-	2,161	3,301	2,491
25.2	Other services from non-Federal sources.....	-	10	15	12
25.4	Operation and maintenance of facilities.....	-	2	3	2
25.7	Operation and maintenance of equipment	-	3	5	3
26.0	Supplies and materials	-	47,421	74,037	55,124
41.0	Grants, subsidies, and contributions	244,823	158,268	246,780	182,437
	Total, Other Objects.....	244,923	208,077	324,465	240,313
99.9	Total, new obligations	247,830	211,095	327,483	243,331
	Position Data:				
	Average Salary (dollars), GS Position.....	\$118,815	\$120,539	\$120,539	\$120,539
	Average Grade, GS Position.....	13.0	13.0	13.0	13.0

ACCOUNT 3: P.L. 480 TITLE II GRANTS

APPROPRIATIONS LANGUAGE

The appropriations language follows:

- 1 *Food for Peace Title II Grants*
- 2 For expenses during the current fiscal year, not otherwise recoverable, and unrecovered prior years’ costs, including
- 3 interest thereon, under the Food for Peace Act (Public Law 83-480), for commodities supplied in connection with
- 4 dispositions abroad under Title II of said Act, \$1,800,000,000 to remain available until expended.

LEAD-OFF TABULAR STATEMENT

Table FAS-23. Lead-Off Tabular Statement (In dollars)

Item	Amount
Estimate, 2024	\$1,800,000,000
Change in Appropriation	0
Budget Estimate, 2025	<u>1,800,000,000</u>

Table FAS-24. Project Statement on Basis of Appropriations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		Inc. or Dec.	FTE Inc. or Dec.	Chg Key
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs			
Discretionary Appropriations:											
P.L. 480 Title II Grants.....	\$1,740,000	-	\$1,750,000	-	\$1,800,000	-	\$1,800,000	-	-	-	(1)
Subtotal.....	1,740,000	-	1,750,000	-	1,800,000	-	1,800,000	-	-	-	-
Supplemental Appropriations:											
Ukraine Supplemental.....	100,000	-	50,000	-	-	-	-	-	-	-	-
Subtotal.....	1,840,000	-	1,800,000	-	1,800,000	-	1,800,000	-	-	-	-
Total Adjusted Approp.....	1,840,000	-	1,800,000	-	1,800,000	-	1,800,000	-	-	-	-
Total Appropriation.....	1,840,000	-	1,800,000	-	1,800,000	-	1,800,000	-	-	-	-
Recoveries, Other.....	77,933	-	52,635	-	-	-	-	-	-	-	-
Bal. Available, SOY.....	409,865	-	245,179	-	262,092	-	-	-	-\$262,092	-	-
Total Available.....	2,327,798	-	2,097,814	-	2,062,092	-	1,800,000	-	-262,092	-	-
Lapsing Balances.....	-	-	-3,961	-	-	-	-	-	-	-	-
Bal. Available, EOY.....	-245,179	-	-262,092	-	-	-	-	-	-	-	-
Total Obligations.....	2,082,619	-	1,831,761	-	2,062,092	-	1,800,000	-	-262,092	-	-

* 2022 End of Year Balance Available has been updated. The information that was presented in the 2024 President’s Budget has been corrected as the 2022 entry was an error.

Table FAS-25. Project Statement on Basis of Obligations (thousands of dollars, FTEs)

Item	2022		2023		2024		2025		Inc. or Dec.	FTE Inc. or Dec.
	Actual	FTEs	Actual	FTEs	Estimated	FTEs	Estimated	FTEs		
Discretionary Obligations:										
P.L. 480 Title II Grants.....	\$1,982,619	-	\$1,831,761	16	\$2,062,092	-	\$1,800,000	-	-\$212,092	-
Subtotal Disc Obligations.....	1,982,619	-	1,831,761	-	2,062,092	-	1,800,000	-	-212,092	-
Supplemental Obligations:										
Ukraine Supplemental.....	100,000	-	-	-	-	-	-	-	-	-
Subtotal Supp Obligations.....	100,000	-	-	-	-	-	-	-	-	-
Total Obligations.....	2,082,619	-	1,831,761	-	2,062,092	-	1,800,000	-	-212,092	-
Add back:										
Lapsing Balances.....	-	-	3,961	-	-	-	-	-	-	-
Balances Available, EOY:										
P.L. 480 Title II Grants.....	245,179	-	262,092	-	-	-	-	-	-	-
Total Bal. Available, EOY.....	245,179	-	262,092	-	-	-	-	-	-	-
Total Available.....	2,327,798	-	2,097,814	-	2,062,092	-	1,800,000	-	-212,092	-
Less:										
Recoveries, Other.....	-77,933	-	-52,635	-	-	-	-	-	-	-
Bal. Available, SOY.....	-409,865	-	-245,179	-	-262,092	-	-	-	+262,092	-
Total Appropriation.....	1,840,000	-	1,800,000	-	1,800,000	-	1,800,000	-	-	-

* 2022 End of Year Balance Available has been updated. The information that was presented in the 2024 President’s Budget has been corrected as the 2022 entry was an error.

CLASSIFICATION BY OBJECTS

Table FAS-26. Classification by Objects (thousands of dollars)

Item No.	Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
41.0	Grants, subsidies, and contributions.....	\$2,082,619	\$1,831,761	\$2,062,092	\$1,800,000
	Total, Other Objects.....	2,082,619	1,831,761	2,062,092	1,800,000

ACCOUNT 4: GSM-102 EXPORT CREDIT GUARANTEE PROGRAM

APPROPRIATIONS LANGUAGE

The appropriations language follows .:

- 1 COMMODITY CREDIT CORPORATION EXPORT (LOANS)
- 2 CREDIT GUARANTEE PROGRAM ACCOUNT
- 3 (INCLUDING TRANSFERS OF FUNDS)
- 4 For administrative expenses to carry out the Commodity Credit Corporation’s Export Guarantee Program, GSM 102
- 5 and GSM 103, \$6,063,000, to cover common overhead expenses as permitted by section 11 of the Commodity
- 6 Credit Corporation Charter Act and in conformity with the Federal Credit Reform Act of 1990, which shall be paid
- 7 to the appropriation for “Foreign Agricultural Service, Salaries and Expenses”.

LEAD-OFF TABULAR STATEMENT

Table FAS-27. Lead-Off Tabular Statement (In dollars)

Item	Amount
Estimate, 2024	\$6,063,000
Change in Appropriation	<u>0</u>
Budget Estimate, 2025	<u><u>6,063,000</u></u>

Table FAS-28. Project Statement on Basis of Appropriations (thousands of dollars, FTEs)

Item	2022			2023			2024			2025			Program Level Inc. or Dec.	Budget Chg Authority Inc. or Dec.	FTE Inc. or Dec.
	Program Level	Actual BA	FTE	Program Level	Actual BA	FTE	Program Level	Estimated BA	FTE	Program Level	Estimated BA	FTE			
Discretionary Appropriations:															
FAS Administrative Expenses		-\$6,063	30		-\$6,063	30		\$6,063	30		\$6,063	30		-	-
Subtotal		- 6,063	30		- 6,063	30		6,063	30		6,063	30		-	-
Mandatory Appropriations:															
GSM-102	\$3,403,176	-	-	\$3,085,045	-	-	\$5,000,000	-	-	\$5,000,000	-	-		-	-
Facilities		-	-		-	-	500,000			500,000				-	-
Subtotal	3,403,176	-	-	3,085,045	-	-	5,500,000	-	-	5,500,000	-	-		-	-
Total Adjusted Approp..	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-
Total Appropriation.....	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-
Total Available.....	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-
Total Obligations.....	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-

Table FAS-29. Project Statement on Basis of Obligations (thousands of dollars, FTEs)

Item	2022			2023			2024			2025			Program Level Inc. or Dec.	Budget Authority Inc. or Dec.	FTE Inc. or Dec.
	Program Level	Actual BA	FTE	Program Level	Actual BA	FTE	Program Level	Estimated BA	FTE	Program Level	Estimated BA	FTE			
Discretionary Obligations:															
FAS Administrative Expenses		-\$6,063	30		-\$6,063	30		\$6,063	30		\$6,063	30		-	-
Subtotal		- 6,063	30		- 6,063	30		6,063	30		6,063	30		-	-
Mandatory Obligations:															
GSM-102	\$3,403,176	-	-	\$3,085,045	-	-	\$5,000,000	-	-	\$5,000,000	-	-		-	-
Facilities		-	-		-	-	500,000			500,000				-	-
Subtotal	3,403,176	-	-	3,085,045	-	-	5,500,000	-	-	5,500,000	-	-		-	-
Total Obligations.....	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-
Total Available.....	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-
Total Appropriation...	3,403,176	6,063	30	3,085,045	6,063	30	5,500,000	6,063	30	5,500,000	6,063	30		-	-

GEOGRAPHIC BREAKDOWN OF OBLIGATIONS AND FTEs**Table FAS-30. Geographic Breakdown of Obligations and FTEs (thousands of dollars, FTEs)**

State/Territory/Country	2022		2023		2024		2025	
	Actual	FTE	Actual	FTE	Estimated	FTE	Estimated	FTE
District of Columbia	-	30	-	30	-	30	-	30
Armenia	\$3,989	-	-	-	\$16,000	-	\$3,980	-
Bangladesh.....	-	-	-	-	5,440	-	15,000	-
Brazil	680,504	-	\$505,397	-	488,750	-	838,540	-
Chile	55,845	-	47,886	-	175,680	-	77,020	-
Colombia	498,636	-	456,265	-	803,690	-	685,060	-
Costa Rica.....	72,101	-	60,192	-	121,110	-	95,680	-
Dominican Republic	23,436	-	46,770	-	38,410	-	57,420	-
Ecuador.....	11,681	-	23,912	-	12,640	-	50,000	-
Egypt.....	-	-	-	-	43,440	-	25,000	-
El Salvador	43,880	-	-	-	102,510	-	-	-
Georgia	-	-	-	-	43,440	-	16,400	-
Guatemala.....	498,210	-	423,445	-	774,180	-	673,370	-
Honduras.....	90,294	-	90,345	-	166,150	-	138,380	-
Indonesia.....	-	-	-	-	43,440	-	32,810	-
Jordan	-	-	-	-	-	-	16,400	-
Kenya.....	-	-	-	-	43,440	-	32,810	-
Korea, South.....	100,876	-	-	-	219,510	-	-	-
Mexico.....	-	-	-	-	43,440	-	32,810	-
Mongolia.....	50,961	-	36,864	-	82,800	-	63,330	-
Nepal.....	-	-	-	-	43,400	-	16,400	-
Nigeria	128,783	-	168,462	-	222,310	-	226,200	-
Panama	971,805	-	995,289	-	1,064,180	-	1,437,780	-
Paraguay	23,586	-	30,233	-	30,730	-	40,250	-
Peru.....	-	-	-	-	43,400	-	16,400	-
Philippines	-	-	-	-	43,440	-	16,400	-
Qatar	-	-	-	-	1,440	-	-	-
South Africa.....	-	-	-	-	43,440	-	32,810	-
South Korea	-	-	77,027	-	-	-	137,640	-
Turkey.....	148,589	-	122,958	-	194,770	-	189,310	-
United Arab Emirates	-	-	-	-	45,380	-	16,400	-
Vietnam	-	-	-	-	43,440	-	16,400	-
Obligations.....	3,403,176	30	3,085,045	30	5,000,000	30	5,000,000	30
Total, Available	3,403,176	30	3,085,045	30	5,000,000	30	5,000,000	30

Table FAS-31. Geographic Breakdown of Obligations and FTEs of Facilities (thousands of dollars, FTEs)

State/Territory/Country	2022		2023		2024		2025	
	Actual	FTE	Actual	FTE	Estimated	FTE	Estimated	FTE
Chile	-	-	-	-	\$80,000	-	-	-
Ecuador.....	-	-	-	-	50,000	-	-	-
Guatemala.....	-	-	-	-	80,000	-	\$80,000	-
Indonesia.....	-	-	-	-	80,000	-	80,000	-
Kenya.....	-	-	-	-	50,000	-	-	-
Korea, South.....	-	-	-	-	-	-	80,000	-
Nepal.....	-	-	-	-	-	-	90,000	-
Paraguay	-	-	-	-	80,000	-	-	-
South Africa.....	-	-	-	-	-	-	90,000	-
United Arab Emirates	-	-	-	-	80,000	-	80,000	-
Obligations.....	-	-	-	-	500,000	-	500,000	-
Total, Available	-	-	-	-	500,000	-	500,000	-

CLASSIFICATION BY OBJECTS

Table FAS-32. Classification by Objects (thousands of dollars)

Item No.	Item	2022 Actual	2023 Actual	2024 Estimated	2025 Estimated
25.3	Other services from non-Federal sources	\$6,063	\$6,063	\$6,063	\$6,063
	Total, Other Objects	6,063	6,063	6,063	6,063
99.9	Total, new obligations	6,063	6,063	6,063	6,063

AGENCY-WIDE PERFORMANCE

Introduction

FAS’s Budget and Planning Division spearheads its efforts in strategic planning, performance, evidence and evaluation, and enterprise risk management. The division works directly with OBPA and FAS senior leadership, and actively engages with both internal and external stakeholders. The division works across FAS to provide oversight and facilitate the development and coordination of associated strategic planning tools, including the Global Market Review and Country Action Plans. The FAS strategic planning and performance management processes ensure cross-agency collaboration to advance U.S. and Departmental policies and U.S. agricultural interests with respect to foreign countries.

Alignment to USDA 2022-2026 Strategic Plan

FAS activities contribute to the success of USDA’s overall mission to provide leadership on food, agriculture, natural resources, rural development, nutrition, and related issues using sound public policy, the best available science, and effective management, to the benefit of all Americans. FAS is responsible for achieving and measuring results with respect to the following 2022-2026 Strategic Goal and Objectives:

USDA Strategic Goal 3: Foster an Equitable and Competitive Marketplace for All Agricultural Producers

- Objective 3.2: Expand Markets for Emerging Technologies, Sustainable Products, and Novel Products
- Objective 3.3: Expand All Producers’ Access to Global Markets Through Negotiation and Enforcement of Trade Agreements
- Objective 3.4: Expand International Marketing Opportunities and Build Demand in Developing Countries Through Delivery of Technical Assistance and Capacity Building

USDA Strategic Goal 6: Attract, Inspire, and Retain an Engaged and Motivated Workforce that’s Proud to Represent USDA

- Objective 6.1: Foster a Culture of Civil Rights, Diversity, Equity, Inclusion, Accessibility, Transparency, and Accountability
- Objective 6.2: Establish a Customer-Centric, Inclusive, High-Performing Workforce that is Representative of America and the Communities We Serve
- Objective 6.3: Promote USDA Operational Excellence Through Better Use of Technology and Shared Solutions

SUMMARY OF PERFORMANCE

A more detailed report of the performance plan can be found at <https://www.usda.gov/our-agency/about-usda/performance> . The following table summarizes the results for the Departmental Key Performance Indicators (KPIs) for which FAS is responsible.

Table FAS-33. KPI Trade Value Preserved & Trade Missions and Shows (billion dollars)

Strategic Objective 3.3 Value of Trade Preserved Through Resolution of Foreign Market Access Issues				
Item	2023	2024	2025	
Results	\$4.93	-	-	
Target	\$5.70	\$5.70	\$5.70	

<i>Strategic Objective 3.4 Value of Agricultural Exports Resulting from Participation in USDA-Endorsed Foreign Agricultural Trade Shows and Trade Missions</i>			
Item	2023	2024	2025
Results	\$1.73	-	-
Target	\$2.00	\$2.15	\$2.30

Expected Performance Progress Towards the Achievement of Strategic Objectives:

Strategic Objective 3.3: Expand All Producers’ Access to Global Markets Through Negotiation and Enforcement of Trade Agreements

- **Trade Value Preserved (Billion Dollars):** This performance indicator measures the value of trade preserved through the resolution of foreign market access issues, such as U.S. export detainment, issues related to sanitary and phytosanitary concerns, technical barriers to trade, and trade regulations. In 2025, FAS plans to continue efforts to diversify markets and opportunities abroad by focusing and identifying markets and products that present the greatest export opportunities for American Agriculture. The FAS economic global market review will assist in identifying export opportunities, presenting options for more robust foreign engagement, and cooperative multilateral economic and trade forums. FAS is committed to monitoring and enforcing existing trade agreements, including addressing unfair trade practices, facilitating trade, and ensuring that trading partners meet their commitments.

Strategic Objective 3.4: Expand International Marketing Opportunities and Build Demand in Developing Countries Through Delivery of Technical Assistance and Capacity Building

- **Trade Missions and Shows (Billion Dollars):** FAS plans to host six Agribusiness Trade Missions and support between 20-24 USA Pavilions at USDA-endorsed International Trade Shows. Updated branding at trade shows and focusing on targeted product sectors for USDA Trade Missions is expected to help FAS meet its targets. While FAS does not plan to increase the number of events, FAS will work to utilize technology and new marketing ideas to improve the quality of interactions at these events.