

A world map where the landmasses are filled with different types of agricultural products. North America is filled with yellow corn, South America with green lentils, Europe with red kidney beans, Africa with brown rice, Asia with yellow rice, and Australia with black beans. The text "Agriculture Without Borders" is overlaid in the center in a large, bold, blue font.

Agriculture Without Borders

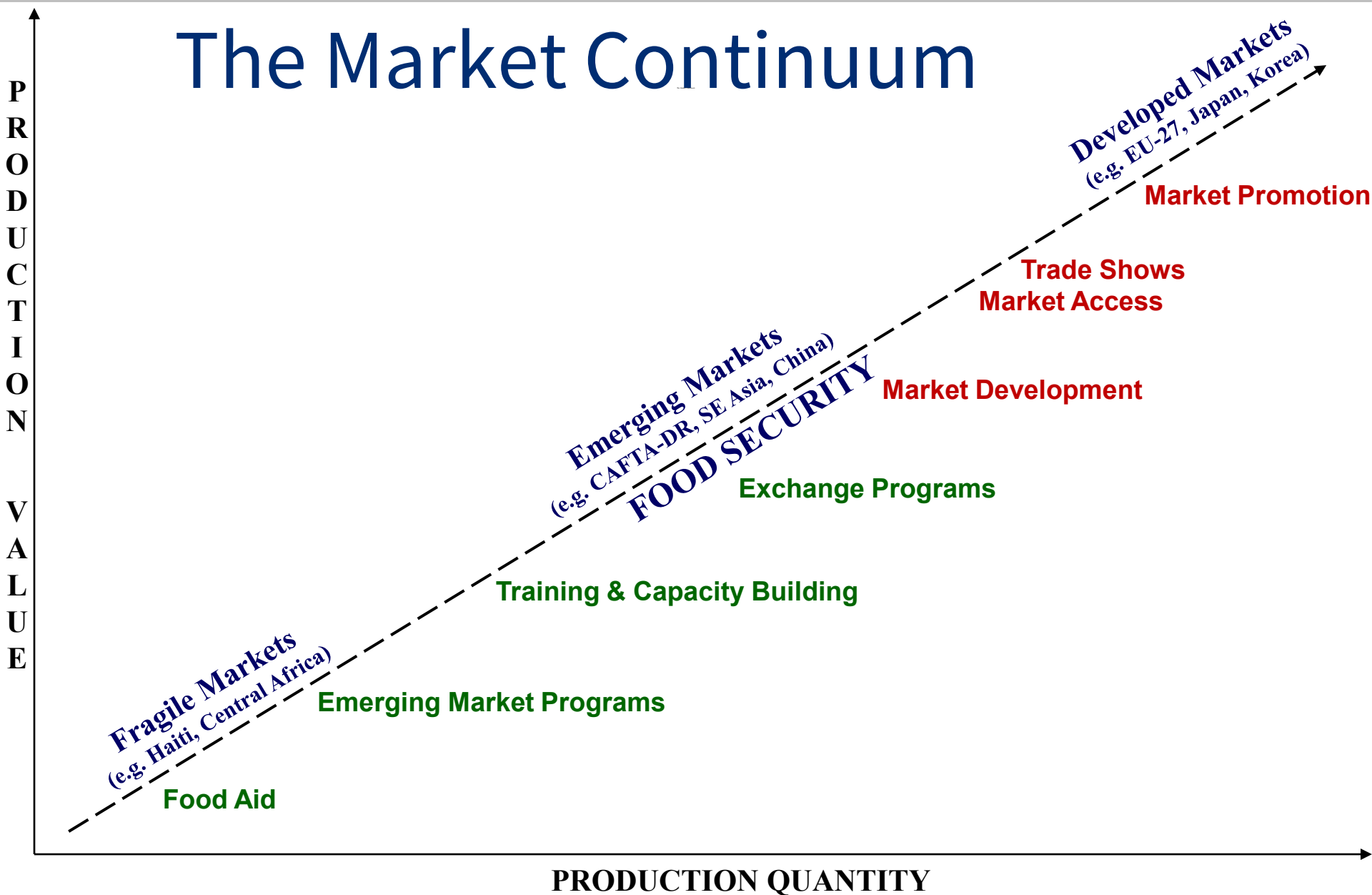
for Small Business 201
April 13, 2022

USDA International Presence

USDA has:

- Research labs in 6 countries
- Food Safety offices in 29 countries
- Trade & Development offices in 72 countries
- Projects and programs in 100+ countries

The Market Continuum



Food Assistance

USDA programs provide school meals and supports projects around the world to make that sustainable - reducing hunger and improve literacy and primary education.

USDA is the largest single entity in the world sponsoring school meals.



Emerging Markets

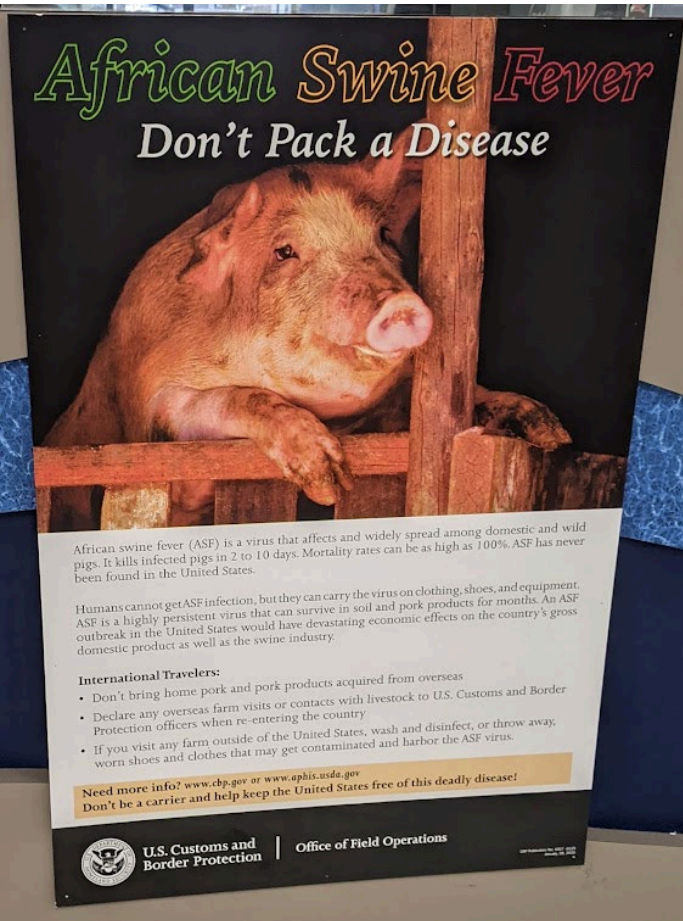
- Donations of U.S. agricultural commodities to developing countries, where they are sold to modernize and strengthen their agricultural sectors.
- Provision of technical assistance to promote agricultural trade in emerging markets.
- Address sanitary, phytosanitary and technical barriers that prohibit or threaten exports of U.S. agriculture.
- Improve teaching and pedagogy among university faculty
- Analysis of agricultural trade issues



Example: African Swine Fever

Harmless to humans, fatal to pigs

- Current outbreaks in Dominican Republic, China, Thailand
- Estimated \$50b impact to US industry





Developed Markets

- Market Access

Create, expand and maintain long-term export markets for U.S. agriculture by reducing foreign import constraints and non-tariff trade barriers.

- Promoting Trade

Marketing and promotional activities that help build commercial export markets for U.S. agriculture, especially related to the expansion of market opportunities

- Introductory Samples

Samples can lead to sales!

Example: The Humble PLU

France requires that PLU stickers be “home compostable”

- Has to adhere to the product, yet be removable without damaging the product
- PLU labels aren't just consumer-facing; also used for product tracing, organic integrity, and supply chains.





Information and Analysis

- Production
- Markets
- Trade



World Agricultural Supply and Demand Estimates

ISSN: 1554-9089

Office of the Chief Economist Agricultural Marketing Service Farm Service Agency Economic Research Service Foreign Agricultural Service

WASDE - 586 Approved by the World Agricultural Outlook Board March 8, 2019

WHEAT: The outlook for 2018/19 U.S. wheat this month is for larger supplies, lower exports, reduced domestic use, and higher ending stocks. Supplies are 1.1 million bushels on higher imports. Wheat exports are lowered 35 million million with reductions in Hard Red Spring and White on stronger than expected competition for these classes. Wheat food use is reduced by 5 million bushels, based primarily on the latest *NASS Flour Milling Products* report, for flour was lower in the first half of the 2018/19 Marketing Year than projected. Projected 2018/19 ending stocks are raised 45 million bushels to 1,055 million. The season-average farm price range is unchanged at the midpoint of \$5.15 per bushel; the range is narrowed to \$5.10 to \$5.20.

Global wheat supplies are reduced, primarily on lower production forecasts for Kazakhstan and Iraq. Projected 2018/19 world trade is fractionally higher and Brazil exports more than offset reductions for the United States and is increased 1.0 million tons to 23.0 million as its recent improved export is expected to continue for the remainder of the trade year. Global imports for Algeria, Morocco, and the Philippines while decreased for Bangladesh, India, and Venezuela. Projected 2018/19 world consumption is reduced 5.1 million bushels, with India accounting for 3.0 million of the decrease as its total wheat consumption is reduced to 95.0 million, compared to last year's 95.8 million. This reduction is based on an upward revision to the official Indian government wheat stocks estimate. Global ending stocks are increased 3.0 million tons to 270.5 million, down from last year's record.

COARSE GRAINS: This month's 2018/19 U.S. corn outlook is for lower ethanol, reduced exports, and larger stocks. Corn used to produce ethanol is reduced 1.1 million bushels to 5.550 billion based on the most recent data from the *Grain and Co-Products Production* report, and the pace of weekly ethanol production in February as indicated by Energy Information Administration data. Exports are lowered 75 million bushels to 2.375 billion, reflecting diminished U.S. price competitiveness and expectations of increased exports for Brazil and Argentina. With no other changes, ending stocks are raised 100 million bushels to 1.835 billion. The season-average farm price received by producers is lowered 5 cents at the midpoint to \$3.55 per bushel.

For sorghum, 2018/19 exports are lowered 15 million bushels to 85 million bushels, which would be the lowest since 2012/13. Food, seed, and industrial uses are lowered 1 million bushels reflecting a reduction in the projected amount of sorghum used to produce ethanol. Offsetting is a 20 million bushel increase in feed and residual use. The midpoint price forecast is lowered 5 cents to \$3.30 per bushel.



Voluntary Report – Voluntary - Public Distribution

Date: M

Report Number: MX20

Report Name: Mexico Releases Official Standard NOM 173 for Non Alcoholic Beverages with Fruit or Vegetable Content

Country: Mexico

Post: Mexico City ATO

Report Category: Agricultural Situation, Agriculture in the News, Beverages



Economic Research Service



GFA-32
July 2021

International Food Security Assessment, 2021-31



Promoting Science

- Research Fellowships

Research-centered, US-based fellowship to improve scientific knowledge in agriculture

- Exposure

US-based study tours enhance technical knowledge and skills in agricultural trade and related fields

- New Ideas

Faculty can receive funding to take a sabbatical at ARS Laboratories



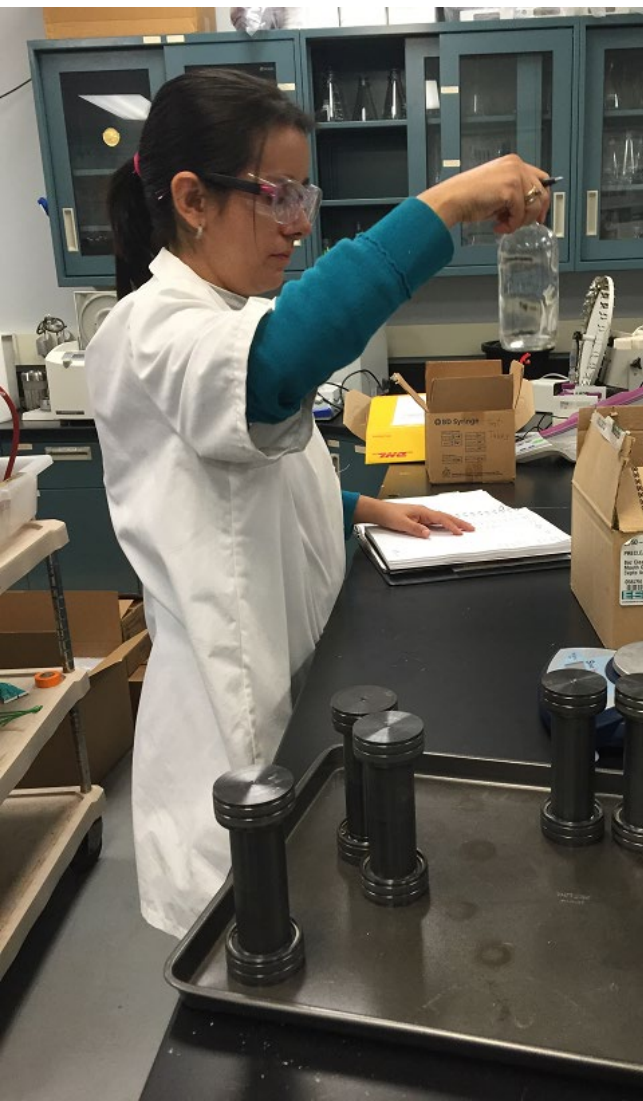
Collaborative Research

- Scientific Cooperative Research Program

Small-scale collaborative research between US and foreign institutions

- Research Grants

USDA encourages internationalization of research by making supplemental funds available to research programs with an international component.

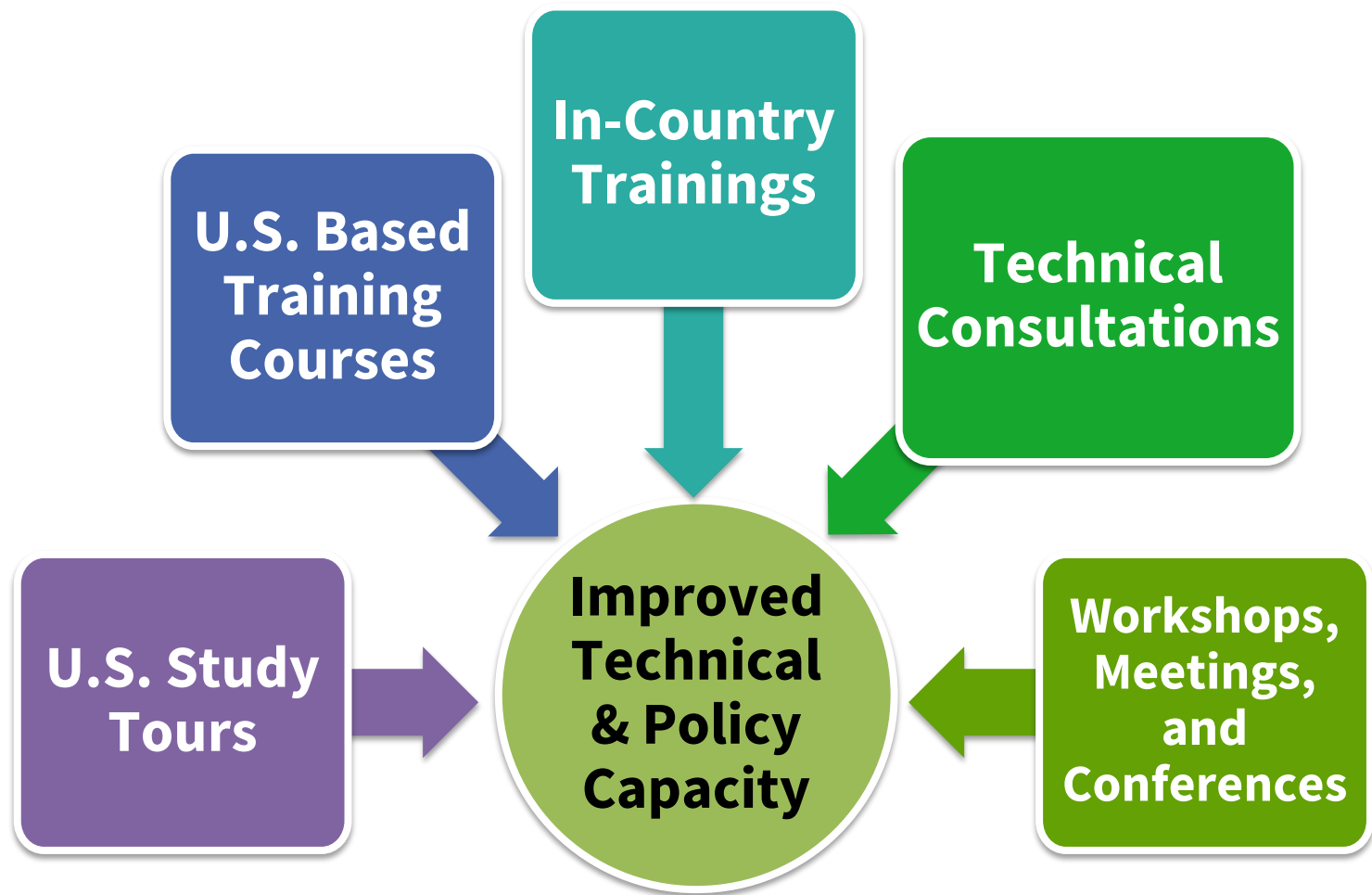


Example: Wheat in Pakistan



- Released 36 high yielding, disease resistant varieties which contributed to 20% more yield gain in farmers fields
- Stem rust resistant wheat germplasm increased to 49% of production by 2017 (compared to only 15% in 2011)
- Scaled out ~800 tons of quality wheat seeds to smallholder farmers, improving harvest by 20-50%

The Toolbox *(abridged)*



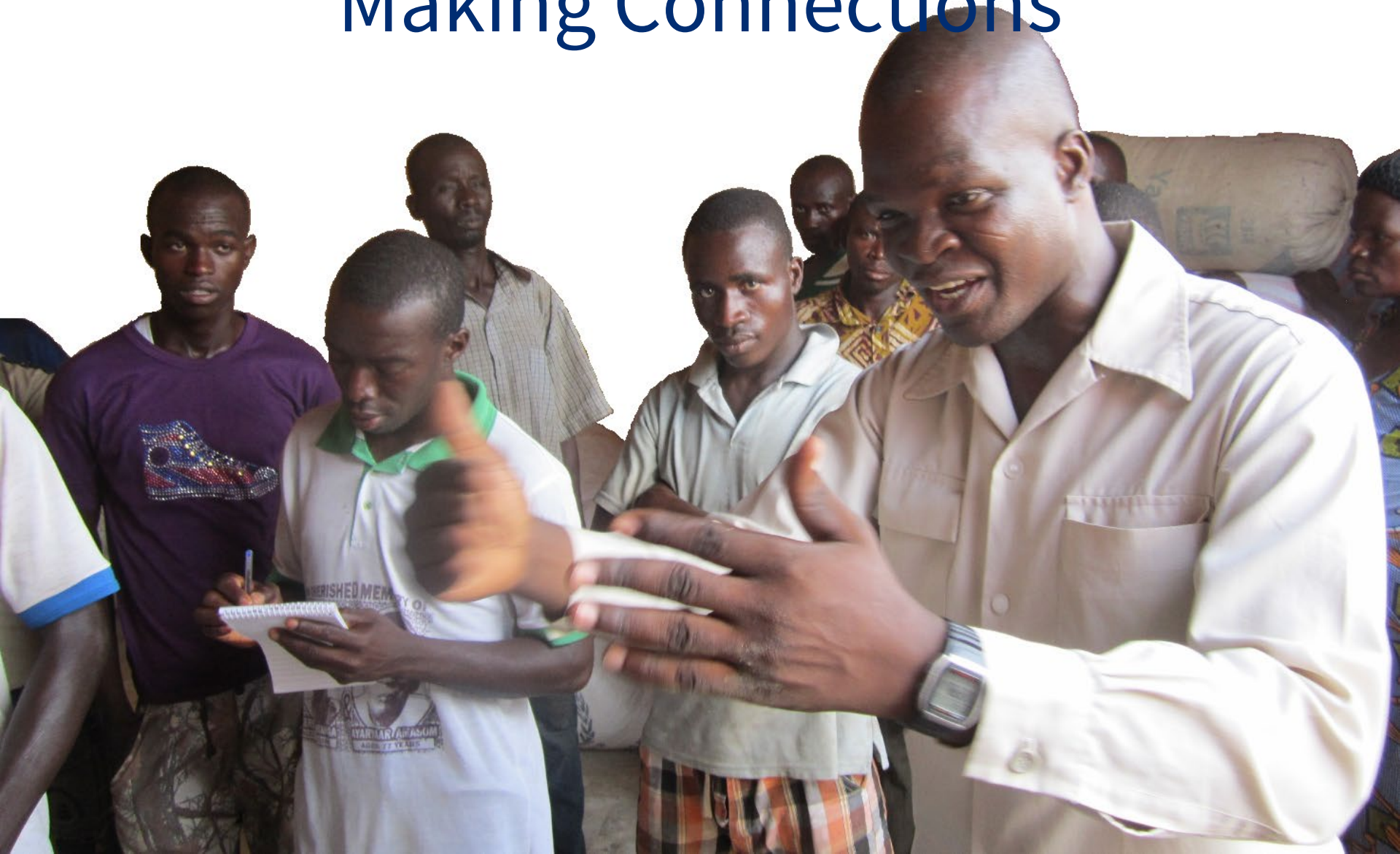
Challenges



“Everyone says the sky is the limit, but we've been on the moon.”



Making Connections



Have an Idea?



- USDA programs are not intended to be ‘discrete’ endeavors that are limited only to the activity itself.
- Continued and new connections between institutions and researchers are greatly valued
- Even if we don’t have funding or a relevant program, we try to make connections
- **If you don’t ask, the answer is always no!**



U.S. DEPARTMENT OF AGRICULTURE



Jim Suits
Project Management Officer
USDA Foreign Agricultural Service
jim.suits@usda.gov

Alecia Davis
Executive Director of Business Operations
USDA Foreign Agricultural Service
alecia.davis@usda.gov