

THE COALITION TO PROMOTE **U.S. AGRICULTURAL EXPORTS**

April 29, 2024

The Honorable Andy Harris
1536 Longworth House Office Building
Washington, D.C. 20515

The Honorable Sanford Bishop
2407 Rayburn House Office Building
Washington, D.C. 20515

VIA Email

Dear Chairman Harris and Ranking Member Bishop,

The undersigned organizations of the Coalition to Promote U.S. Agricultural Exports request at least \$200 million or the fully authorized level in continued mandatory funding for the U.S. Department of Agriculture Market Access Program (MAP) and at least \$34.5 million or the fully authorized level in continued mandatory funding for the Foreign Market Development Program (FMD) when you write the fiscal year 2025 Agriculture, Food and Drug Administration and Related Agencies appropriations bill.

Historically, U.S. agriculture has been one of the only industries in which trade surpluses were expected and commonplace, due in no small part to the hard work and ingenuity of the American farmer. However, in recent years, those surpluses have disappeared. Since 2019, the agriculture industry has endured a trade deficit four out of the past six years, with USDA projecting a record agriculture trade deficit of \$30.5 billion for 2024.

Export promotion programs have proven to be a critical tool to protecting and promoting the U.S. agriculture industry. According to USDA, between 1977 and 2019, every dollar invested in these programs returned \$24.50, on average, in annual export value. During the same period, these programs increased export revenue by \$9.6 billion annually and added \$12.2 billion to farm cash receipts.

Additionally, these programs are a model for public-private partnerships. Matching funds continue to outpace the government investment in these programs, which haven't received increased funding since 2006. Due to this long-term stagnation, after inflation and mandatory budget cuts through sequestration, the real value of the MAP program is less than \$125 million,

and FMD is less than \$20 million, far below the authorized funding level. Because of this, we again request that you use discretionary funding to provide \$7 million – less than 3 percent of the program investment – for USDA administrative and operational costs for these programs. This will help begin to reverse some of the lost value of the program.

While the trend for agriculture trade has been uncertain for the last several years, the MAP and FMD programs are more critical than ever before to ensure that U.S. producers continue to access the global market. We appreciate your continued support for these programs and request full funding levels for each be maintained in the fiscal year 2025 Agriculture Appropriations bill.

Thank you for your consideration of this request.

Sincerely,

The Coalition to Promote U.S. Agricultural Exports (see attached)

Alaska Seafood Marketing Institute
American Cranberry Growers Association
American Farm Bureau Federation
American Feed Industry Association
American Forest & Paper Association
American Hardwood Export Council
American Pistachio Growers
American Quarter Horse Association
American Seed Trade Association
American Sheep Industry Association
American Soybean Association
APA - The Engineered Wood Association
Atlantic Seaboard Wine Association
Blue Diamond Growers
California Agriculture Export Council
California Apple Commission
California Association of Winegrape Growers
California Canning Peach Association
California Farm Bureau Federation
California Fresh Fruit Association

California Grain & Feed Association
California Melon Research Board
California Olive Commission
California Prune Board
California Strawberry Commission
California Table Grape Commission
California Walnut Commission
California Wheat Commission
Cape Cod Cranberry Growers Association
Cherry Marketing Institute
CoBank
Corteva
Cranberry Institute
Dairyland Power Cooperative
Distilled Spirits Council
Florida Citrus Growers
Florida Citrus Mutual
Florida Citrus Packers
Florida Department of Citrus
Florida Fruit & Vegetable Association
Florida Peanut Producers Association
Florida Tomato Exchange
Food Export Association of the Midwest USA
Food Export USA - Northeast
Georgia Poultry Federation
Ginseng Board of Wisconsin
Global AgriTrends
Global Food and Nutrition
Gulf Citrus Growers Association
Hardwood Federation
Highlands County Citrus Growers
Hudson Pecan Company
Idaho Barley Commission
Idaho Grain Producers Association
Illinois Corn Growers Association
Independent Bakers Association
Indian River Citrus League
International Fresh Produce Association

International Trade Associates
Kansas Livestock Association
Kansas Sorghum
Kentucky Distillers' Association
Kentucky Thoroughbred Association
Land O'Lakes
Louisiana Cotton & Grain Association
Meat Institute
Michigan Apple Committee
Michigan Bean Commission
Midwest Dry Bean Coalition
Missouri Corn Growers Association
Mohair Council USA
Montana Wheat & Barley Committee
National Association of State Depts of Agriculture
National Association of Wheat Growers
National Cattleman's Beef Association
National Chicken Council
National Confectioners
National Corn Growers Association
National Cotton Council
National Council of Farmer Cooperatives
National Farmers Union
National Grange
National Hay Association
National Milk Producers Federation
National Oilseed Processors Association
National Pork Producers Council
National Potato Council
National Sorghum Producers
National Sunflower Association
National Turkey Federation
Nebraska Corn Board
Nebraska Dry Pea and Lentil Commission
Nebraska Sorghum Board
Nebraska Wheat Board
Nebraska Wheat Growers Association
New York Apple Association

New York Wine & Grape Foundation
North American Renderers Association
Northharvest Bean Growers Association
Northwest Horticultural Council
Ohio Corn & Wheat Growers Association
Oregon Wine Board
Oregon Winegrowers Association
Organic Trade Association
Pear Bureau Northwest
Pet Food Institute
Produce Marketing Association
Softwood Export Council
South Dakota Association of Cooperatives
Southeastern Lumber Manufacturers Association
Southern U.S. Trade Association
Sunkist Growers
Synergistic Hawaii Agriculture Council
Texas Cattle Feeders Association
Texas Grain Sorghum Producers
Texas Pecan Growers Association
Texas Quarter Horse Association
The Popcorn Institute
U.S. Apple Association
U.S. Apple Export Council
U.S. Cattlemen's Association
U.S. Dry Bean Council
U.S. Livestock Genetics Export
U.S. Meat Export Federation
U.S. Peanut Federation
U.S. Rice Producers Association
U.S. Wheat Associates
United Fresh Produce Association
USA Poultry & Egg Export Council
USA Rice
Washington Apple Commission
Washington Association of Wheat Growers
Washington Grain Commission
Washington Hop Commission

Washington State Fruit Commission
Washington State Potato Commission
Washington Wine Growers
Washington Wine Institute
Welch's
Western Growers Association
Western U.S. Trade Association
Wine Institute
WineAmerica