



United States  
Department of  
Agriculture

Office of the General Counsel  
1400 Independence Ave. SW  
Washington, DC 20250-1400

May 2, 2022

**Delivered via Electronic Mail**

Austin Evers  
American Oversight  
C/o Megan Field  
[foia@americanoversight.org](mailto:foia@americanoversight.org)

**Re: Freedom of Information Act (FOIA) Request No. 2020-OSEC-03256-F  
Final Response**

Dear Mr. Evers:

This is the final response to the above-referenced March 31, 2020, FOIA request submitted to the U.S. Department of Agriculture (USDA). The Office of Information Affairs (OIA), FOIA Division processed your request. OIA is under the purview of the Office of General Counsel (OGC) and serves as the focal point for USDA's FOIA program. It provides coordination and ensures agency-wide compliance with the FOIA. Additionally, the OIA processes requests and appeals on behalf of the Office of the Secretary (OSEC); the Under Secretaries; USDA's staff offices; and the Research, Education and Economics and Trade and Foreign Agricultural Affairs mission areas. This response is being provided on behalf of OSEC, for your request seeking:

1. Any records reflecting communications providing guidance or directives from the White House to USDA officials, including Secretary Perdue, regarding the relief strategy for farmers impacted by unjustified retaliation and trade disruption.<sup>7</sup> At a minimum, this would include all communications with the following:
  - a. President Trump's 2018 directive to "Secretary Perdue to craft a short term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally;"<sup>8</sup>
  - b. the President's authorization for "USDA to provide up to \$16 billion in programs;"<sup>9</sup>
  - c. any other Presidential authorizations for funding. Please provide all responsive records from March 1, 2018, through the date of the search.
2. All records (including preparatory briefings, materials shared during the meeting, notes taken during the meeting, memoranda memorializing the meeting, read-outs of the meeting) reflecting the content of or regarding the following meetings:
  - a. April 12, 2018 "Meeting with POTUS/Members of Congress/Governors on Agriculture and Trade -- The Cabinet Room, White House;"<sup>10</sup>
  - b. June 13, 2018, 9:00 AM-10:00AM, "Trade Meeting," with individuals outside of USDA, including Zippy Duvall, Chuck Conner, Chris Novak,

- Randy Russell, Randy Gordon, and Dale Moore;<sup>11</sup>
- c. July 18, 2018, 3:30 PM-4:00PM, meeting with Todd Bastean, President of Bunge North America;<sup>12</sup>
  - d. July 25, 2018 “Meeting with POTUS & Members of Congress on Agriculture and Trade;”<sup>13</sup>
  - e. July 25, 2018, 5:30PM-5:45PM call with Newt Gingrich, “Topic: Trade;”<sup>14</sup>
  - f. September 5, 2018, 3:345PM-4:45PM, “Trade Mitigation Update”
3. The “china retaliation documents,” “Rob 330 mitigation documents” and “Z” listed on 3:30–4:00 PM calendar entry of Secretary Perdue’s calendar from March 27, 2018.<sup>17</sup>

Your request is being processed under the FOIA, 5 U.S.C. § 552.

Searches for responsive records were conducted by the OIA’s telecommunications provider, the Client Experience Center (CEC). The CEC provides comprehensive, fee-for-service information technology (IT) associated operations, security, and technical support services to USDA end users. The CEC also implements and manages enterprise IT solutions for users Department-wide.

On April 4, 2022, you were sent a first interim response consisting of two hundred and twenty-nine (229) pages of records. On April 15, 2022, you were sent a second interim response consisting of two hundred and thirty-seven (237) pages of responsive records. Presently, we have located two hundred and seven (207) pages of responsive records for this final response. They are being released to you in part, as described below.

### **FOIA Exemption 5 – Pre-decisional/Deliberative**

FOIA Exemption 5 protects from disclosure those “inter-agency or intra-agency memorandums or letters which would not be available by law to a party other than an agency in litigation with the agency.” One of the frequently invoked FOIA Exemption 5 privileges is the deliberative process privilege. To fall within FOIA’s deliberative process privilege, the records must be both pre-decisional and deliberative; the records must precede the adoption of an agency policy and include the opinions, recommendations, or deliberations on a legal or policy matter.

In this instance, the OIA is withholding portions of emails containing discussions about future agency statements, briefing documents used to aid in the decision-making process, draft statements, draft talking points, draft itineraries, colleague, and interagency review of policy and/or recommendations. We are also withholding discussions and briefs regarding materials for preparation of testimony, and discussions of actions being contemplated regarding regulatory reforms. Messaging decisions are eligible for protection under the Deliberative Process Privilege because an agency’s decision regarding how to present its substantive policies to the public often involves the evaluation of alternative public relations policies, policies which are audience-sensitive and must anticipate public reaction.

Disclosure of such information would have a chilling effect on the ability of agency officials to engage in free and frank discussions regarding policy but also may cause confusion on the agency's actual position on the policy at issue. Specifically, release of this information would reveal the USDA's deliberative and pre-decisional discussions of policies that were not adopted in part (or in full) and/or contemplations of legal and policy matters that were not yet acted on or not adopted.

### **FOIA Exemption 6**

Exemption 6 generally is referred to as the "personal privacy" exemption. It provides that the disclosure requirements of the FOIA do not apply to "personnel and medical files and similar files the disclosure of which would constitute a clearly unwarranted invasion of personal privacy." Application of the exemption involves balancing the public's interest in disclosure against individuals' privacy interests.

The information withheld under Exemption 6 consists of mobile telephone numbers, unpublished direct-dial phone numbers, personal information found in travel itineraries such as confirmation numbers. This information qualifies as "similar files" because it is information in which individuals have a privacy interest. Releasing mobile phone numbers, and email addresses for individuals could subject the individuals to unwarranted or unsolicited communications and would not shed additional light on governmental operations. Release of certain logistical and travel information could be used to locate origins of travel and potentially anticipate future travel routes and preferences. Because there are viable privacy interests that would be threatened by disclosure, Exemption 6 authorizes this office to withhold the information. Accordingly, we have determined that the public interest in the information's release does not outweigh the overriding privacy interests in keeping it confidential.

You may appeal this response by email at [USDAFOIA@usda.gov](mailto:USDAFOIA@usda.gov). Your appeal must be in writing, and it must be received electronically no later than 90 calendar days from the date of this letter. The OGC will not consider appeals received after the 90 calendar-day limit. Appeals received after 5:00 p.m. EST will be considered received the next business day. The appeal letter should include the FOIA tracking number listed above, a copy of the original request, the OIA's response to your original request, and a statement explaining the basis of your appeal. For quickest possible handling, the subject line of your email should be marked "Freedom of Information Act Appeal." You should also reference FOIA No. 2020-OSEC-03256-F.

You may seek dispute resolution services from the OIA's FOIA Public Liaison, Ms. Melanie Enciso. Ms. Enciso may be contacted by telephone at (202) 720-9425, or electronically at [Melanie.Enciso@usda.gov](mailto:Melanie.Enciso@usda.gov) or [USDAFOIA@usda.gov](mailto:USDAFOIA@usda.gov).

You also have the option to seek assistance from the Office of Government Information Services (OGIS). Please visit <https://www.archives.gov/ogis/mediation-program/request-assistance> for information about how to request OGIS assistance in relation to a FOIA request.

Provisions of the FOIA allow us to recover part of the cost of processing your request. In this instance, no fees will be charged.

If you have any questions regarding this letter, please contact Mr. Jeff Crile at 202-720-7732 or electronically at [Jeffrey.Crile@usda.gov](mailto:Jeffrey.Crile@usda.gov) or at [USDAFOIA@usda.gov](mailto:USDAFOIA@usda.gov).

The OIA-FOIA appreciates the opportunity to assist you in this matter.

Sincerely,

*Alexis R. Graves*

Alexis R. Graves  
Director  
Office of Information Affairs

Enclosures: (207 pages)



**From:** Tkacz, Kailee - OSEC, Washington, DC  
**Sent:** 23 May 2019 00:49:22 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** release CLOSE HOLD  
**Attachments:** Mitigation 2 Release.docx  
**Importance:** High

Attachment: Duplicate record (2 pp.)

## USDA Announces Support for Farmers Impacted by Unjustified Retaliation and Trade Disruption

(Washington, D.C., May 23, 2018) – U.S. Secretary of Agriculture Sonny Perdue today announced that the U.S. Department of Agriculture (USDA) will take several actions to assist farmers in response to trade damage from unjustified retaliation and trade disruption. President Trump directed Secretary Perdue to craft a relief strategy to protect agricultural producers while the Administration continues to work on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. Specifically, the President has authorized USDA to provide up to \$16 billion in programs, which is in line with the estimated impacts of unjustified retaliatory tariffs on U.S. agricultural goods and other trade disruptions. These programs will assist agricultural producers while President Trump works to address long-standing market access barriers.

“China hasn’t played by the rules for a long time and President Trump is standing up to them, sending the clear message that the United States will no longer tolerate their unfair trade practices, which include non-tariff trade barriers and the theft of intellectual property. President Trump has great affection for America’s farmers and ranchers, and he knows they are bearing the brunt of these trade disputes. In fact, I’ve never known of a president that has been more concerned or interested in farmer wellbeing and long-term profitability than President Trump,” said Secretary Perdue. “The plan we are announcing today ensures farmers do not bear the brunt of unfair retaliatory tariffs imposed by China and other trading partners. Our team at USDA reflected on what worked well and what we could have done better when we ran last year’s program to most effectively redesign this new program to support farmers. Our farmers work hard, are the most productive in the world, and we aim to match their enthusiasm and patriotism as we support them.”

### **Background:**

American farmers have dealt with unjustified retaliatory tariffs and years of non-tariff trade disruptions, which have curtailed U.S. exports to China. Trade damages from such retaliation and market distortions have impacted a host of U.S. commodities, including crops like soybeans, corn, wheat, cotton, rice, and sorghum; livestock products like milk and pork; and many fruits, nuts, and other crops. High tariffs disrupt normal marketing patterns, raising costs by forcing commodities to find new markets. Additionally, American goods shipped to China have been slowed from reaching market by unusually strict or cumbersome entry procedures, which affect the quality and marketability of perishable crops. These boost marketing costs and unfairly affect our producers. USDA will use the following programs to assist farmers:

- **Market Facilitation Program (MFP)** for 2019, authorized under the Commodity Credit Corporation (CCC) Charter Act and administered by the Farm Service Agency (FSA), will provide \$14.5 billion in direct payments to producers.
  - Producers of alfalfa hay, barley, canola, corn, crambe, dry peas, extra-long staple cotton, flaxseed, lentils, long grain and medium grain rice, mustard seed, dried beans, oats, peanuts, rapeseed, safflower, sesame seed, small and large chickpeas, sorghum, soybeans, sunflower seed, temperate japonica rice, upland cotton, and wheat will receive a payment based on a single county rate multiplied by a farm’s total plantings to those crops in aggregate in 2019. Those per acre payments are not dependent on which of those crops are planted in 2019, and therefore will not distort planting decisions. Moreover, total payment-eligible plantings cannot exceed total 2018 plantings.
  - Dairy producers will receive a per hundredweight payment on production history and hog producers will receive a payment based on hog and pig inventory for a later-specified time frame.
  - Tree nut producers, fresh sweet cherry producers, cranberry producers, and fresh grape producers will receive a payment based on 2019 acres of production.
  - These payments will help farmers to absorb some of the additional costs of managing disrupted markets, to deal with surplus commodities, and to expand and develop new markets at home and abroad.
  - Payments will be made in up to three tranches, with the second and third tranches evaluated as market conditions and trade opportunities dictate. The first tranche will begin in late July/early

August as soon as practical after Farm Service Agency crop reporting is completed by July 15th. If conditions warrant, the second and third tranches will be made in November and early January.

- Additionally, CCC Charter Act authority will be used to implement a \$1.4 billion **Food Purchase and Distribution Program (FPDP)** through the Agricultural Marketing Service (AMS) to purchase surplus commodities affected by trade retaliation such as fruits, vegetables, some processed foods, beef, pork, lamb, poultry, and milk for distribution by the Food and Nutrition Service (FNS) to food banks, schools, and other outlets serving low-income individuals.
- Finally, the CCC will use its Charter Act authority for \$100 million to be issued through the **Agricultural Trade Promotion Program (ATP)** administered by the Foreign Agriculture Service (FAS) to assist in developing new export markets on behalf of producers.

Further details regarding eligibility and payment rates will be released at a later date.

###

USDA is an equal opportunity provider, employer and lender.

**From:** Zehren, Chris - OBPA, Washington, DC  
**Sent:** 7 Jan 2019 16:55:20 +0000  
**To:** Johansson, Robert - OCE;Sydow, Sharon - OCE;Feather, Peter - OCE;Hafemeister, Jason - OSEC, Washington, DC;Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** Shutdown News  
**Attachments:** The Packer -- Retailiatory Tariffs.pdf, CRS -- Profiles and Effects of Retaliatory Tariffs on U.S. Agricultural Exports.pdf, H2 A shutdown.pdf

Happy new year! Maybe of interest.

Chris Z.



Retaliatory tariffs hitting apples hard, report says

by:- Tom Karst



Apples and cherries are counted among agricultural commodities hurt the most by retaliatory tariffs by China, Mexico and other countries, a new report from the Congressional Research Service says.

Called “[Profiles and Effects of Retaliatory Tariffs on U.S. Agricultural Exports](#),” the report notes that many countries have imposed tariffs on U.S. agricultural products to retaliate against actions the Trump administration took in spring 2018 to protect U.S. steel and aluminum producers and in response to Chinese intellectual property rights policies.

U.S. apple exports to Mexico and China are now subject to additional tariffs of 20% and 40% respectively, the report said.

Before, apples to Mexico faced no tariffs. Counting China’s previous tariff of 10%, China’s current tariff rate is 50%, according to the report.

The two countries accounted for about 30% of the \$969 million total U.S. apple exports in 2017, according to the report.

India is another important market for U.S. apple exporters, with 10% of total exports. While it has delayed a retaliatory tariff on U.S. apples several times, the Indian government has said that it will apply a 30% tariff on U.S. apples starting Jan. 31 — on top of the current 50% tariff on U.S. apples.

For cherries, the report said China’s 40% retaliatory tariff — creating a current rate of 50% — took a toll on U.S. cherry exports in 2018 and could spark importers to look for supplies from other countries.

## Breakthrough needed

The U.S. should lift tariffs on Mexican steel and aluminum because the U.S.-Mexico-Canada Agreement has been successfully negotiated, said Jim Bair, president and CEO of the U.S. Apple Association. That action would likely open the door for Mexico to remove its retaliatory tariffs, he said.

Bair said the apple association has talked with Trump administration officials, encouraging them to remove U.S. Section 232 tariffs on steel and aluminum.

“So long as the Section 232 tariffs remain in place as a market reality, so long as there are those retaliatory tariffs are in place as a result of the steel, aluminum tariffs, then the USMCA cannot be successful,” he said. “The Trump administration says they view those as two separate issues, but the reality on the ground is that they’re inseparable.”

Bair said China had been a bright spot for U.S. apple exporters before retaliatory tariffs took effect.

“We’ve only had access to that market since May of 2015, and between May of 2015 to May of 2018, they went from zero imports to 2.5 million cartons,” Bair said. “They were buying top-quality varieties and paying premium prices for it, so we’re anxious to see that gets settled,” he said.



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# Profiles and Effects of Retaliatory Tariffs on U.S. Agricultural Exports

Updated December 31, 2018

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CRS REPORT  
Prepared for Members and  
Committees of Congress

AMERICAN  
OVERSIGHT

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USDA-20-0743-C-000007





**R45448**

December 31, 2018

**Jenny Hopkinson**  
Analyst in Agricultural  
Policy

## Profiles and Effects of Retaliatory Tariffs on U.S. Agricultural Exports

Countries have imposed tariffs on U.S. agricultural products to retaliate against actions the Trump Administration took in spring 2018 to protect U.S. steel and aluminum producers and in response to Chinese intellectual property rights and technology policies. Since then, more than 800 U.S. food and agricultural products have been subject to retaliatory tariffs from China, the European Union (EU), Turkey, Canada, and Mexico. U.S. exports of those products to the retaliating countries totaled \$26.9 billion in 2017, according to USDA export data. The choice of agricultural and food products for retaliatory tariffs likely reflects the large volume of agricultural trade involved and that many of these products can be sourced from non-U.S. trading partners. Such tariff hikes threaten to reduce U.S. agricultural exports.

China, which is subject to both the U.S. Section 232 steel and aluminum tariffs and separate Section 301 tariffs aimed at punishment for its handling of U.S. intellectual property rights, has placed retaliatory tariffs on the largest number and highest value of U.S. agricultural and food products. More than 800 products—including soybeans, pork, dairy products, fruits and nuts, seafood, and processed products—accounting for almost all U.S. agricultural and food exports to China in value terms in 2017 (the last full year without retaliatory tariffs) are now subject to additional tariffs of 5%, 10%, 15%, 25%, or a combination of those amounts. U.S. exports to China of those products that are subject to retaliatory tariffs were worth about \$20.6 billion in 2017. China has fallen from the leading export market for U.S. agricultural products in FY2017 to the third-leading export market in FY2018 due to the retaliatory tariffs, according to the U.S. Department of Agriculture (USDA). USDA forecasts that China will fall to the fifth-leading market for those products in FY2019.

Canada and Mexico are each targeting about 20 U.S. food and agricultural products, which accounted for approximately \$2.6 billion and \$2.5 billion in exports to each respective country in 2017. The EU and Turkey have each put retaliatory tariffs on about 40 U.S. agricultural and food products that were valued at about \$1 billion and \$250 million, respectively, in 2017. India has threatened to impose tariffs on seven U.S. agricultural and food products, which accounted for about \$857 million in exports in 2017. U.S. agricultural exports account for about 20% of U.S. farm income, according to USDA. Thus any loss in exports could have negative economic consequences for U.S. farmers.

Commodities that are highly dependent on exports to the retaliating markets may be more severely affected than others by any loss of markets from the tariffs. For instance, commodities for which U.S. exports to the retaliating countries represent 30% or more of its total exports include soybeans, sorghum, pork, cheese, apples, cherries, seafood, ginseng, whiskey, and some processed foods. U.S. soybean exports to China for January through October 2018 are 63% lower than during the same time period in 2017—a change due in large part to the tariffs.

USDA is attempting to ease the downside effects of the retaliatory tariffs on farmers and ranchers through a \$12 billion trade aid package. Under this initiative, USDA has committed to making direct payments to farmers of selected commodities subject to the tariffs, as well as buying up surplus quantities of some commodities and providing funding for additional trade promotion efforts. In addition, legislation that was introduced in the 115<sup>th</sup> Congress sought to provide more trade assistance funding for farmers and ranchers, though none of the bills passed.



## Contents

|                                                                             |    |
|-----------------------------------------------------------------------------|----|
| Overview of Retaliatory Tariffs on U.S. Agricultural and Food Products..... | 2  |
| Potential Effects on U.S. Agricultural Exports.....                         | 3  |
| The Targeting of Agricultural and Food Products .....                       | 4  |
| Retaliation on U.S. Agricultural Products .....                             | 4  |
| China.....                                                                  | 5  |
| Canada .....                                                                | 7  |
| Mexico .....                                                                | 8  |
| European Union .....                                                        | 9  |
| Turkey .....                                                                | 10 |
| India .....                                                                 | 11 |
| Key Products Targeted by Retaliatory Tariffs .....                          | 12 |
| Soybeans .....                                                              | 13 |
| Sorghum.....                                                                | 14 |
| Pork.....                                                                   | 15 |
| Cheese.....                                                                 | 15 |
| Apples.....                                                                 | 16 |
| Cherries.....                                                               | 16 |
| Seafood .....                                                               | 16 |
| Ginseng .....                                                               | 17 |
| Whiskey .....                                                               | 17 |
| Processed Products.....                                                     | 17 |
| Federal Government Response.....                                            | 17 |
| U.S. Agriculture’s Concerns and Government Response.....                    | 18 |
| Congressional Interest .....                                                | 19 |

## Figures

|                                                                                                         |    |
|---------------------------------------------------------------------------------------------------------|----|
| Figure 1. Value and Share of Retaliatory Tariffs on U.S. Agricultural Products, CY2017 .....            | 5  |
| Figure 2. Percentage of Total U.S. Exports for Selected Products to Retaliating Countries, CY2017 ..... | 13 |
| Figure 3. Monthly U.S. Soybean Exports for CY2017 and CY2018 .....                                      | 13 |

## Tables

|                                                                                                     |    |
|-----------------------------------------------------------------------------------------------------|----|
| Table 1. Retaliatory Tariffs on U.S. Agricultural Products in Response to Section 232 Tariffs ..... | 2  |
| Table 2. China’s Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value .....             | 6  |
| Table 3. Canada’s Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value .....            | 7  |
| Table 4. Mexico’s Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value .....            | 8  |
| Table 5. EU Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value .....                  | 10 |
| Table 6. Turkey’s Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value .....            | 11 |
| Table 7. India’s Proposed Retaliatory Tariffs on U.S. Agricultural Exports by Value .....           | 12 |

## **Contacts**

|                         |    |
|-------------------------|----|
| Author Information..... | 20 |
|-------------------------|----|

Several countries have placed tariffs on U.S. agricultural and food products in 2018 to retaliate against trade actions taken by the Trump Administration earlier in the year to protect U.S. aluminum and steel producers from imports and in response to China's intellectual property rights (IPR) and technology policies. China, Canada, Mexico, the European Union (EU), and Turkey have each placed tariffs on a range of U.S. agricultural and food products in response to the decision to levy tariffs on U.S. imports of steel and aluminum. China has also imposed tariffs on additional U.S. agricultural products in retaliation against tariffs the United States imposed on Chinese goods that were in response to concerns about China's treatment of IPR.

In total, the retaliatory tariffs imposed by the five trading partners apply to more than 800 U.S. agricultural and food products, including meats, grains, dairy products, specialty and horticultural crops, seafood, and alcohol.<sup>1</sup> The export value of the targeted U.S. agricultural products to the retaliating countries amounted to \$26.9 billion in 2017,<sup>2</sup> representing 18% of the value of U.S. agricultural and food exports globally.<sup>3</sup> Any loss of agricultural exports would be a concern, since about 20% of U.S. farm income stems from exports, according to the U.S. Department of Agriculture (USDA).<sup>4</sup>

These retaliatory tariffs may adversely impact U.S. farmers, ranchers, and food producers by eroding the competitiveness of U.S. commodities in these important markets. Mexico, Canada, China, and the EU are among the top five export markets for agricultural products in value terms. Increased tariffs on U.S. exports to those markets—even for a short period of time—could mean reduced sales for U.S. farmers, ranchers, and food producers. Should the tariffs remain in place for the long term, U.S. producers could lose market share as buyers seek new suppliers in other countries.

While the retaliating countries have placed tariffs on a wide range of U.S. products, this report focuses only on agricultural and food products.

#### Differences Between This Report and USDA and USTR's Value for Retaliation

USDA and the Office of the U.S. Trade Representative (USTR) have calculated that U.S. agricultural exports subject to retaliatory tariffs totaled \$29.7 billion in 2017. This amount differs from the value of products subject to retaliation detailed in this report—\$26.9 billion—for several reasons. Chief among these is that USDA and USTR have used import data from the retaliating countries to arrive at the total value of products subject to retaliation. Moreover, the \$29.7 billion figure issued by USDA and USTR employs the World Trade Organization definition of *agriculture*, which differs somewhat from the list of food and agricultural products that is used in this report, which is detailed in footnote 2. The \$26.9 billion figure referenced in this report is based on USDA export data to allow for consistency in comparing the value of U.S. exports to retaliating countries with total U.S. exports.

<sup>1</sup> A complete list of products subject to retaliatory tariffs is available from the author of this report.

<sup>2</sup> Unless otherwise specified, agricultural and food product exports for 2017 covered in this report includes most of chapters 1-24 of the U.S. Harmonized Tariff Schedule (HTS), which cover meat, grains, animal feed, dairy, horticultural products, processed foods, unprocessed tobacco, seafood, and alcoholic beverages. The report also includes essential oils in chapter 33; animal hides and skins in chapters 41 and 43; and silk, cotton, and wool in chapters 50, 51, and 52. The data are sourced from the U.S. Department of Agriculture (USDA) Global Agricultural Trade System (GATS).

<sup>3</sup> Trade data in this report are for the calendar year cited unless otherwise noted. USDA quarterly trade forecasts are reported on a fiscal year basis.

<sup>4</sup> USDA Foreign Agricultural Service, "U.S. Farm Exports Hit Third-Highest Level on Record," press release, November 16, 2017.



# Overview of Retaliatory Tariffs on U.S. Agricultural and Food Products

On March 23, 2018, the Trump Administration applied a 25% tariff to all U.S. steel imports and a 10% tariff to all U.S. aluminum imports, citing an investigation under Section 232 of the Trade Expansion Act of 1962<sup>5</sup> that showed national security concerns (see text box below). Canada, China, Mexico, the EU, and Turkey retaliated with tariffs on imports of U.S. agricultural and food products and other goods (see **Table 1**). India has proposed retaliatory tariffs on U.S. apples, almonds, walnuts, chickpeas, and lentils, but it has delayed implementation pending ongoing negotiations with the Trump Administration.<sup>6</sup>

## Section 232 and Section 301 Trade Actions

Retaliatory tariffs on U.S. agricultural and food products are in response to actions by the Trump Administration under Section 232 of the Trade Expansion Act of 1962 and Section 301 of the Trade Act of 1974.

Section 232 allows the President to adjust imports of products the U.S. Department of Commerce finds to be a potential threat to U.S. national security. In April 2017, the Trump Administration initiated Section 232 investigations on U.S. steel and aluminum imports following long-standing concerns about global overcapacity. Effective March 23, 2018, President Trump applied 25% and 10% tariffs, respectively, on certain steel and aluminum imports. Brazil, South Korea, Argentina, and Australia have been granted exemptions to the tariffs.

Section 301 allows USTR to suspend trade agreement concessions or impose import restrictions if it determines that a U.S. trading partner is violating trade agreement commitments or engaging in discriminatory or unreasonable practices that burden or restrict U.S. commerce. On July 6, 2018, the United States imposed 25% ad valorem tariffs on \$34 billion worth of Chinese goods after finding four Chinese intellectual property and innovation policies harmful to the U.S. economy. On August 23, 2018, it raised tariffs on an additional \$16 billion worth of Chinese products. Subsequently, on September 18, 2018, additional tariffs were announced on another \$200 billion worth of Chinese imports. China retaliated by levying tariffs on \$60 billion of U.S. exports, including nonagricultural products.

**Sources:** CRS In Focus IF10708, *Enforcing U.S. Trade Laws: Section 301 and China*; CRS Report R45249, *Section 232 Investigations: Overview and Issues for Congress*.

**Table 1. Retaliatory Tariffs on U.S. Agricultural Products in Response to Section 232 Tariffs**

| Country | Approximate number of HTS <sup>a</sup> codes Targeted | Retaliatory Tariff Range | Effective Date     | Products Affected                                                                                                                 |
|---------|-------------------------------------------------------|--------------------------|--------------------|-----------------------------------------------------------------------------------------------------------------------------------|
| China   | 90                                                    | 15% or 25%               | April 2, 2018      | All agricultural product categories                                                                                               |
|         | 510                                                   | 25%                      | July 6, 2018       |                                                                                                                                   |
|         | 360                                                   | 5%, 10%, 15%, 20%, 25%   | September 24, 2018 |                                                                                                                                   |
| Canada  | 24                                                    | 10%                      | July 1, 2018       | Roasted coffee, prepared meats and poultry, sugar products, prepared fruits and vegetables, miscellaneous prepared foods, whiskey |
| Mexico  | 16                                                    | 15%-25%                  | June 5, 2018       | Pork, cheese, apples, prepared fruits and vegetables, whiskey                                                                     |

<sup>5</sup> 19 U.S.C. §1862

<sup>6</sup> Kirtika Suneja, "India Again Postpones Levying Retaliatory Tariffs on US Goods to Jan 31," *Economic Times*, December 16, 2018.



| Country | Approximate number of HTS <sup>a</sup> codes Targeted | Retaliatory Tariff Range | Effective Date                              | Products Affected                                                            |
|---------|-------------------------------------------------------|--------------------------|---------------------------------------------|------------------------------------------------------------------------------|
| EU      | 40                                                    | 25%                      | June 22, 2018                               | Prepared vegetables and legumes, grains, fruit juice, peanut butter, whiskey |
| Turkey  | 40                                                    | 20%-140%                 | June 21, 2018                               | Tree nuts, rice, miscellaneous prepared foods, whiskey, tobacco              |
| India   | 7                                                     | 10%-25%                  | Proposed implementation on January 31, 2018 | Legumes, tree nuts, apples                                                   |

**Source:** FAS, *China Responds to U.S. 301 Announcement with Revised Product List*, GAIN Report CH18034, June 21, 2018; FAS, *China Announces Supplemental Tariffs in Response to U.S. 301 Tariffs*, GAIN Report CH18034, August 6, 2018; FAS, *EU Imposes Additional Tariffs on U.S. Products*, GAIN Report EI8045, June 21, 2018; FAS, *Turkey Introduces New Additional Levy on U.S. Products*, GAIN Report TR8018, June 28, 2018; Department of Finance, Canada, *Notice of Intent to Impose Countermeasures Action Against the United States in Response to Tariffs on Canadian Steel And Aluminum Products*, May 31, 2018; FAS, *Mexico Announces Retaliatory Tariffs*, GAIN Report MX8028, June 6, 2018; and India, *Immediate Notification Under Article 12.5 of the Agreement on Safeguards to the Council for Trade in Goods of Proposed Suspension of Concessions and other Obligations Referred to in Paragraph 2 of Article 8 of the Agreement on Safeguards*, May 18, 2018.

**Notes:** Mexico had a phase-in period for its retaliatory tariffs on fresh and chilled pork and some cheese products. Tariffs of 10% on fresh and chilled pork meat, 15% on fresh cheeses, and 10% on grated and other cheeses went into effect on June 5, 2018. They were increased to the full tariff rates of either 20% or 25% on July 5, 2018.

a. Harmonized Tariff Schedule (HTS).

China also placed retaliatory tariffs on more than 800 U.S. agricultural and food products in response to U.S. tariffs on hundreds of Chinese products stemming from the Section 301 investigation into China's IPR policies. China's first retaliatory tariff list in response to the Section 301 trade actions targeted about 510 U.S. food and agricultural products and became effective on July 6, 2018.<sup>7</sup> An additional list of retaliatory tariffs on more than 360 U.S. food and agricultural products went into effect on September 24, 2018.<sup>8</sup>

All told, across the five retaliating trading partners, retaliatory tariffs have targeted more than 800 U.S. agricultural and food products. Exports of those products to these trading partners amounted to \$26.9 billion in 2017, or about 18% of global U.S. agricultural and food product exports of \$150.8 billion that year.<sup>9</sup>

## Potential Effects on U.S. Agricultural Exports

Tariff rates are only one of numerous variables affecting agricultural exports. These variables include production of traded commodities in both exporting and importing countries and market prices for these commodities; exchange rates, GDP, and economic growth in importing countries; and the availability of alternative suppliers.

<sup>7</sup> USDA Foreign Agricultural Service (FAS), *China Responds to U.S. 301 Announcement with Revised Product List*, GAIN Report CH18034, June 21, 2018.

<sup>8</sup> FAS, *China Announces Supplemental Tariffs in Response to U.S. 301 Tariffs*, GAIN Report CH18034, August 6, 2018.

<sup>9</sup> U.S. Census Bureau. Accessed December 12, 2018.

USDA forecasts a decrease in the value of total U.S. agricultural exports for FY2019 of \$1.9 billion from FY2018 exports of \$143.4 billion.<sup>10</sup> The forecast decrease compared with FY2018 reflects mainly reduced soybean exports due to the retaliatory tariffs and reduced cotton exports due to slowing global demand.

A study from Purdue University that aims to estimate the effects of the U.S.-Mexico-Canada Agreement found that U.S. agricultural exports could be reduced by as much as \$8 billion after markets have adjusted to the retaliatory tariffs in the near future. The study uses 2014 data as the base case and assumes the long-term continuation of all of the retaliatory tariffs but does not include time frames for losses.<sup>11</sup> The study also projects that the reduction in U.S. agricultural exports could also lower agricultural land prices and result in the reallocation of 45,000 farm, ranch, and processing workers. Additionally, the authors suggest that soybean producers will see the most change in the wake of tariff retaliation, with exports potentially falling by 21% and land prices declining by about 18%.<sup>12</sup>

## The Targeting of Agricultural and Food Products

The retaliating trade partners may have targeted U.S. agricultural and food products for several reasons. For one, the United States exports a large amount of agricultural and food products to the retaliating countries. Also, U.S. agricultural exports account for about 20% of U.S. farm income, according to the USDA. Further, many of the targeted agricultural and food products are produced in other exporting countries, giving importing countries alternative sources for those products. For example, while the United States is a leading soybean exporter, Brazil, Argentina, and Paraguay also produce significant exportable quantities of that crop. Thus, China can turn to these alternative suppliers for soybeans.

## Retaliation on U.S. Agricultural Products

The retaliating countries are also some of the leading U.S. agricultural and food export markets.<sup>13</sup> Canada is the leading export market by value for U.S. agricultural and food products, while China ranks second, Mexico third, and the EU fifth. While Canada is forecast to remain the top export market for U.S. agricultural and food products by value in FY2019, USDA expects that China's rank will drop from second to fifth. Mexico, the EU, and Japan are forecast to rank, respectively, as the second-, third-, and fourth-leading export markets in FY2019, according to USDA.<sup>14</sup>

<sup>10</sup> This export value reflects USDA's FATUS product grouping and does not include all of the food and agricultural products referenced in this report. USDA Economic Research Service (ERS), *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA forecasts agricultural trade on a fiscal year basis.

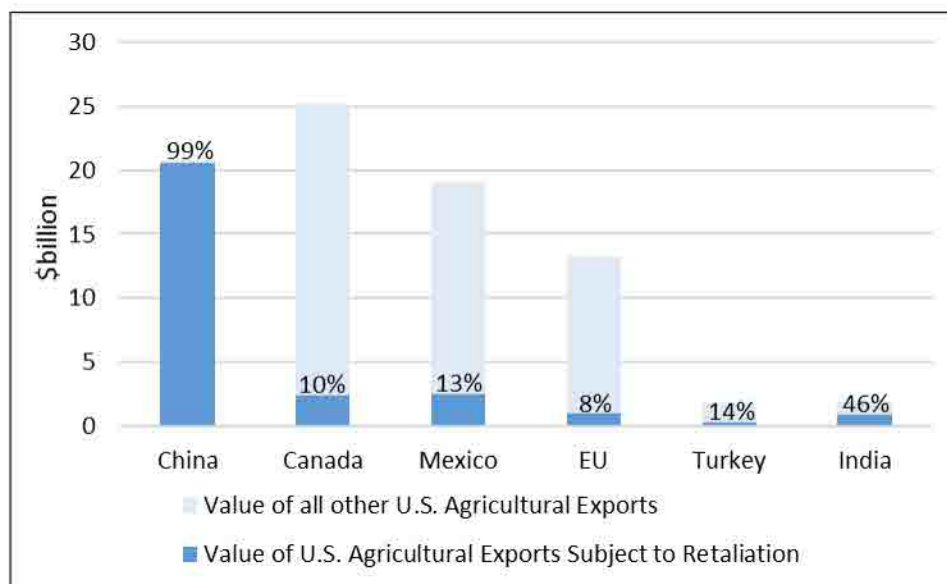
<sup>11</sup> Maksym Chepeliev et al., "How U.S. Agriculture Will Fare Under the USMCA and Retaliatory Tariffs," Purdue University, Department of Agricultural Economics, October 2018.

<sup>12</sup> Chepeliev et al., "How U.S. Agriculture Will Fare Under the USMCA and Retaliatory Tariffs."

<sup>13</sup> This ranking reflects USDA's FATUS product grouping, which does not include seafood and liquor products.

<sup>14</sup> USDA Economic Research Service (ERS), *Outlook for U.S. Agricultural Trade*, November 29, 2018.



**Figure 1. Value and Share of Retaliatory Tariffs on U.S. Agricultural Products, CY2017**

**Source:** GATS. Compiled by CRS. Percentages represent the share of U.S. exports to each country that are subject to retaliation.

The targeted countries and the EU are retaliating largely in proportion to the total value of their exports that have been subjected to Section 232 and Section 301 tariff actions of the Trump Administration.<sup>15</sup> China, which is subject to the largest number of new tariffs, has countered by placing tariffs on almost all of its agricultural and food imports from the United States (see **Figure 1**). Turkey, Canada, and Mexico have each levied tariffs on between 10% and 14% of U.S. agricultural and food exports.<sup>16</sup> Thus far, the EU has fixed retaliatory tariffs on 8% of U.S. agricultural and food exports.

## China

China is subject to both the U.S. Section 232 and Section 301 tariffs and has responded with the most expansive list of retaliatory tariffs of all of the retaliating countries. China has levied tariffs of 5%, 10%, 15%, 20%, 25%, or a combination of those amounts on more than 800 U.S. food and agricultural products that were worth about \$20.6 billion in calendar year (CY) 2017. These products accounted for almost all of the \$20.8 billion worth of food and agricultural imports from the United States that year.<sup>17</sup> The products subject to retaliatory tariffs span all agricultural and

<sup>15</sup> The value of U.S. exports that are subject to retaliation in this report reflect tariffs on food and agricultural products. They do not include the value of nonagricultural U.S. exports subject to retaliatory tariffs.

<sup>16</sup> For this report, CRS compiled a list of all of the products subject to retaliatory tariffs on U.S. agricultural products stemming from the Trump Administration's trade actions. The data comprise HTS codes and product descriptions from retaliation lists produced by China, Turkey, Mexico, Canada, and India or translations of those lists produced by USDA. HTS codes are harmonized among countries to only six digits, while tariffs are commonly set at the eight- or 10-digit levels. As such, some products have been grouped to better reflect USDA export values or to better align with U.S. product descriptions.

<sup>17</sup> FAS, *China Announces Supplemental Tariffs in Response to U.S. 301 Tariffs*, GAIN Report CH18043, August 6, 2018.

food categories, including grains, meat and animal products, fruits and vegetables, seafood, and processed foods.

On December 1, 2018, President Trump met with Chinese President Xi Jinping, and, according to the White House, the two heads of state agreed to halt any escalation of trade tensions for 90 days, delaying another round of expected U.S. tariffs on Chinese products. As part of the agreement, China committed to immediately begin purchasing “very substantial” quantities of U.S. agricultural products, including soybeans.<sup>18</sup> While details for most of those purchases have not been made public, on December 13, 2018, USDA reported the sale of 1.1 million metric tons of soybeans to China, followed by two more sales later that month, marking the first U.S. soybean sales to China since the tariffs went into effect in July.<sup>19</sup>

A list of the 10 leading U.S. food and agricultural exports to China in 2017 is provided in **Table 2**, along with the prior tariff rate for each product or products and the new overall tariff rate.

**Table 2. China’s Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value**

| Listed HTS Code                                 | Product Description                                                                                               | 2017 Exports to China | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff <sup>a</sup>   | New Tariff Rate              |
|-------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|-----------------------|-------------------------|----------------------------|-----------------------------|------------------------------|
|                                                 |                                                                                                                   | in \$thousands        |                         |                            | Percent                     |                              |
| 12019010,<br>12019020                           | Yellow soybeans and black soybeans                                                                                | 12,252,668            | 21,582,206              | 57                         | 3                           | 28                           |
| 52010000                                        | Cotton, not carded or combed                                                                                      | 971,297               | 5,828,263               | 17                         | 1 IQ,<br>40 OQ <sup>b</sup> | 26 IQ,<br>65 OQ              |
| 10079000                                        | Grain sorghum                                                                                                     | 835,656               | 1,026,657               | 81                         | 2                           | 27                           |
| 41015019                                        | Whole raw hides and skins of bovine animals, not having undergone a reversible tanning process, of a weight >16kg | 801,946               | 1,336,643               | 60                         | 5                           | 10                           |
| 12149000                                        | Forage products, nesoi <sup>c</sup>                                                                               | 377,210               | 1,393,158               | 27                         | 7                           | 32                           |
| 10019900                                        | Other wheat and meslin                                                                                            | 348,727               | 5,990,891               | 6                          | 1 IQ,<br>65 OQ              | 26 IQ,<br>90 OQ              |
| 03031200                                        | Frozen other Pacific salmon                                                                                       | 274,906               | 426,787                 | 64                         | 7                           | 32                           |
| 02064900                                        | Other edible offal of swine, frozen                                                                               | 250,637               | 804,083                 | 31                         | 12                          | 62                           |
| 04041000                                        | Whey and modified whey                                                                                            | 235,154               | 624,065                 | 38                         | 2                           | 27                           |
| 05040011,<br>05040012,<br>05040029,<br>05040021 | Hog and sheep casings, salted, and gizzard of other animals                                                       | 182,953               | 526,453                 | 35                         | 18-20,<br>1 CNY per kg      | 43-45,<br>1 CNY per kg + 25% |

**Source:** Export values from USDA Global Agricultural Trade System, compiled by CRS. Tariff information from USDA Global Agricultural Information Network reports: “China Responds to U.S. 301 Announcement with

<sup>18</sup> The White House, “Statement from the Press Secretary Regarding the President’s Working Dinner with China,” press release, December 1, 2018, <https://www.whitehouse.gov/briefings-statements/statement-press-secretary-regarding-presidents-working-dinner-china/>.

<sup>19</sup> USDA, “Private Exporters Report Sales Activity for China,” December 13, 2018.



Revised Product List” (June 21, 2018), and “China Announces Supplemental Tariffs in Response to U.S. 301 Tariffs” (August 6, 2018).

**Notes:** The products listed account for 81% of the value of all of the U.S. agricultural and food products subject to China's retaliatory tariffs.

- a. Some products have a per-unit tariff.
- b. IQ= in quota, OQ=out of quota, CNY= Chinese yuan.
- c. Nesoj is an acronym for “not elsewhere specified or included.”

In November 2018, USDA forecast that U.S. agricultural and food exports to China would decline to \$9 billion in FY2019 from \$16.3 billion in FY2018 and \$21.8 billion in FY2017, citing reduced exports due to the “trade tensions” between the United States and China.<sup>20</sup>

## Canada

Canada, which ranked as the leading export market by value for U.S. agricultural and food products in 2017, has levied retaliatory tariffs of 10% on more than 20 U.S. agricultural and food products.<sup>21</sup> These products, most of which are processed food items, previously had duty-free status under the terms of the North American Free Trade Agreement (NAFTA).<sup>22</sup> U.S. exports of the retaliatory-tariff-affected products to Canada were valued at \$2.6 billion in 2017, representing 10% of the \$25.4 billion in total U.S. exports of agricultural and food products to Canada that year. U.S. exports to Canada of roasted coffee, ketchup, various beverage waters, liquorice and toffee, and orange juice accounted for 50% or more of the total value of U.S. exports for each product that year (see **Table 3**).

**Table 3. Canada's Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value**

| Listed HTS Code | Product Description                                                                                                | 2017 Exports to Canada | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|-----------------|--------------------------------------------------------------------------------------------------------------------|------------------------|-------------------------|----------------------------|--------------|-----------------|
|                 |                                                                                                                    | in \$thousands         |                         | Percent                    |              |                 |
| 09012100        | Roasted coffee, not decaffeinated                                                                                  | 423,866                | 637,686                 | 66                         | 0            | 10              |
| 21039000        | Mayonnaise, salad dressing, mixed condiments and mixed seasonings, other sauces                                    | 423,204                | 1,225,868               | 35                         | 0            | 10              |
| 21032000        | Tomato ketchup and other tomato sauces                                                                             | 217,658                | 365,936                 | 59                         | 0            | 10              |
| 22021000        | Waters, including mineral waters and aerated waters, containing added sugar or other sweetening matter or flavored | 202,581                | 377,640                 | 54                         | 0            | 10              |

<sup>20</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>21</sup> For the full list of 229 products—which include more than 200 nonfood and agricultural goods—subject to Canadian retaliatory tariffs, see <https://www.fin.gc.ca/activty/consult/caesap-cmpcaa-eng.asp>.

<sup>22</sup> While the United States, Canada, and Mexico have reached a proposed agreement that would replace NAFTA if Congress approves it, known as the U.S.-Mexico-Canada Agreement (USMCA), it does not remove Section 232 tariffs on Canada and Mexico or retaliatory tariffs levied by those countries on U.S. products. USMCA was signed by the three governments on November 30, 2018, but has not yet entered into force.

| Listed HTS Code       | Product Description                                                          | 2017 Exports to Canada | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|-----------------------|------------------------------------------------------------------------------|------------------------|-------------------------|----------------------------|--------------|-----------------|
|                       |                                                                              | in \$thousands         |                         | Percent                    |              |                 |
| 21041000              | Soups and broths and preparations                                            | 163,802                | 446,226                 | 37                         | 0            | 10              |
| 17049020              | Liquorice candy, toffee                                                      | 148,131                | 295,735                 | 50                         | 0            | 10              |
| 20091200              | Orange juice, not frozen, of a Brix value <20                                | 143,718                | 173,155                 | 83                         | 0            | 10              |
| 17049090              | Other sugar confectionery (including white chocolate) not containing cocoa   | 140,205                | 210,377                 | 67                         | 0            | 10              |
| 16025099              | Other prepared or preserved meat of bovine, other than in cans or glass jars | 136,017                | 178,623                 | 76                         | 0            | 10              |
| 16023211,<br>16023292 | Other prepared chicken                                                       | 127,582                | 300,668                 | 42                         | 0            | 10              |

**Source:** Department of Finance, Canada, *Notice of intent to impose countermeasures action against the United States in response to tariffs on Canadian steel and aluminum products*, May 31, 2018. USDA GATS.

**Notes:** These products account for 82% of the value of all of the U.S. agricultural and food products subject to Canada's retaliatory tariffs.

Despite the retaliatory tariffs, USDA projects that U.S. agricultural and food exports to Canada will increase by about \$1 billion in FY2019 from \$20.5 billion in FY2018.<sup>23</sup>

## Mexico

Mexico ranked as the third-leading export market for U.S. agricultural and food products by value in 2017. Mexico has placed retaliatory tariffs of 15%, 20%, and 25% on a range of U.S. products (see **Table 4**)<sup>24</sup> that are otherwise duty-free under NAFTA. U.S. exports to Mexico of agricultural and food products that are subject to tariff retaliation amounted to approximately \$2.5 billion in 2017, representing 13% of total U.S. agricultural exports to Mexico of \$19 billion that year.<sup>25</sup>

**Table 4. Mexico's Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value**

| Listed HTS Code | Product Description                                              | 2017 Exports to Mexico | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|-----------------|------------------------------------------------------------------|------------------------|-------------------------|----------------------------|--------------|-----------------|
|                 |                                                                  | in \$thousands         |                         | Percent                    |              |                 |
| 02031201        | Hams, shoulders and cuts thereof, with bone in, fresh or chilled | 777,245                | 822,257                 | 95                         | 0            | 20              |

<sup>23</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>24</sup> FAS, *Mexico Announces Retaliatory Tariffs*, GAIN Report MX8028, June 6, 2018.

<sup>25</sup> GATS.



| Listed HTS Code                                  | Product Description                   | 2017 Exports to Mexico | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|--------------------------------------------------|---------------------------------------|------------------------|-------------------------|----------------------------|--------------|-----------------|
|                                                  |                                       | in \$thousands         |                         | Percent                    |              |                 |
| 21069099                                         | Prepared foods, other                 | 440,191                | 4,693,746               | 9                          | 0            | 15              |
| 08081001                                         | Apples                                | 274,795                | 969,499                 | 28                         | 0            | 20              |
| 02031999                                         | Other meat of swine, fresh or chilled | 211,027                | 1,596,785               | 13                         | 0            | 20              |
| 04062001                                         | Grated or powdered cheese             | 181,158                | 432,624                 | 42                         | 0            | 20              |
| 04069004 <sup>a</sup> ,<br>04069099 <sup>b</sup> | Cheese, nesoi                         | 164,876                | 457,513                 | 36                         | 0            | 20, 25          |
| 20041001                                         | Potatoes, frozen, prepared            | 146,172                | 1,133,842               | 13                         | 0            | 20              |
| 02032999                                         | Other meat of swine, frozen           | 110,600                | 1,925,653               | 6                          | 0            | 20              |
| 16010002                                         | Pork sausage casings                  | 47,921                 | 388,926                 | 12                         | 0            | 15              |
| 02032201                                         | Frozen ham shoulders                  | 47,091                 | 201,550                 | 23                         | 0            | 20              |

**Source:** FAS, *Mexico Announces Retaliatory Tariffs*, GAIN Report MX8028, June 6, 2018; GATS.

**Notes:** These products account for 96% of the value of all of the U.S. agricultural and food products subject to Mexico's retaliatory tariffs.

- Products under Mexico HTS code 04069004 that are subject to a 20% retaliatory tariff include Grana or Parmegiano-Reggiano Danbo, Edam, Fontal, Fontina, Fynbo, Gouda, Havarti, Maribo, Samsøe, Esrom, Italic, Kernhem, Saint-Nectaire, Saint-Paulin, or Taleggio. All other U.S. cheeses are subject to a 25% tariff.
- Products under Mexico HTS code 04069099 include other cheeses. These products are subject to a 20% retaliatory tariff.

Mexico ranked as the top export market by value for U.S. cheese overall and the second-leading foreign market for U.S. pork exports. About 95% by value of U.S. fresh or chilled ham shoulder exports were shipped to Mexico in 2017, as was 42% of U.S. grated and powdered cheese exports that year. U.S. exports of these two products to Mexico were worth almost \$1 billion in 2017.

Despite the decline in exports of pork, cheese, and other products since the retaliatory tariffs took effect in June, USDA projects that total U.S. agricultural exports to Mexico in FY2019 will register an increase of \$900 million over FY2018 exports of \$18.8 billion, reflecting expected increases in sales of wheat and soybeans.<sup>26</sup>

## European Union

The EU has levied a 25% tariff on a small number of U.S. exports of prepared vegetables and legumes, grains, fruit juice, peanut butter, and whiskey, which together amounted to \$1 billion of the \$13.2 billion of total U.S. agricultural and food exports to the EU in 2017.<sup>27</sup> U.S. exports of whiskey to the EU, which totaled \$667 million in 2017, topped the list of affected products (see **Table 5**). Exports of U.S. whiskey to the EU comprised 59% of the \$1.1 billion in total U.S. bourbon and nonbourbon whiskey exports. The new tariff on U.S. whiskey is 25%, compared with a zero tariff rate prior to the Administration's trade actions. U.S. kidney bean and cranberry

<sup>26</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>27</sup> FAS, *EU Imposes Additional Tariffs on U.S. Products*, GAIN Report E18045, June 21, 2018.



juice exports are among the tariff-affected products for which the EU has been a major export market and could be negatively affected by the tariffs. In 2017, the EU absorbed 44% of all U.S. kidney bean exports and 65% of total U.S. cranberry juice exports in value terms.

**Table 5. EU Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value**

| Listed HTS Code    | Product Description                                                                    | 2017 Exports to EU | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|--------------------|----------------------------------------------------------------------------------------|--------------------|-------------------------|----------------------------|--------------|-----------------|
|                    |                                                                                        | in \$thousands     |                         |                            | Percent      |                 |
| 22083082, 22083088 | Whisky, excluding bourbon                                                              | 512,950            | 768,724                 | 67                         | 0            | 25              |
| 22083011, 22083019 | Bourbon whiskey                                                                        | 154,192            | 361,602                 | 43                         | 0            | 25              |
| 10059000           | Feed corn                                                                              | 113,159            | 9,118,803               | 1                          | 0            | 25              |
| 07133390           | Kidney beans                                                                           | 97,680             | 219,751                 | 44                         | 0            | 25              |
| 20098100           | Cranberry juice                                                                        | 41,051             | 63,314                  | 65                         | 14-34        | 39-59           |
| 10063000           | Rice, semi-milled                                                                      | 39,002             | 1,108,495               | 4                          | 0            | 25              |
| 20081110           | Peanut butter                                                                          | 26,121             | 140,341                 | 19                         | 13           | 38              |
| 19041030           | Prepared foods obtained by the swelling or roasting of cereals or cereal products      | 10,989             | 481,895                 | 2                          | 5            | 30              |
| 20019030           | Sweet corn, prepared or preserved by vinegar or acetic acid                            | 3,676              | 74,238                  | 5                          | 5            | 30              |
| 20058000           | Sweet corn, prepared or preserved otherwise than by vinegar or acetic acid, not frozen | 3,534              | 109,693                 | 3                          | 5            | 30              |

**Source:** FAS, *EU Imposes Additional Tariffs on U.S. Products*, GAIN Report EI8045, June 21, 2018; GATS.

**Notes:** The products listed account for 99.6% of the value of all of the U.S. agricultural and food products subject to the EU's retaliatory tariffs.

Despite the new tariffs, USDA projects that overall U.S. agricultural and food exports to the EU will rise to \$13.4 billion in FY2019—an increase of about \$700 million over FY2018—due to expected stronger demand for soybeans, soybean meal, and tree nuts.<sup>28</sup>

## Turkey

Turkey has put retaliatory tariffs of 5%, 10%, 20%, 25%, and 40% on about \$250 million of U.S. exports, representing about 15% of the total \$1.8 billion of U.S. agricultural and food exports to Turkey in 2017.<sup>29</sup> Turkey has imposed retaliatory tariffs on tree nuts, rice, prepared foods, whiskey, and unmanufactured tobacco. The majority of the U.S. agricultural products subject to Turkey's retaliatory tariffs are exported there in limited quantities compared with total U.S.

<sup>28</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>29</sup> FAS, *Turkey Introduces New Additional Levy on U.S. Products*, GAIN Report TR8018, June 28, 2018.

exports, but unshelled walnut exports to Turkey represented 23% of total U.S. unshelled walnut exports of \$511 million in 2017 (see **Table 6**).

**Table 6. Turkey's Retaliatory Tariffs on Top 10 U.S. Agricultural Exports by Value**

| Listed HTS Code | Product Description                                                                                 | 2017 Exports to Turkey | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Prior Tariff | New Tariff Rate |
|-----------------|-----------------------------------------------------------------------------------------------------|------------------------|-------------------------|----------------------------|--------------|-----------------|
|                 |                                                                                                     | in \$thousands         |                         | Percent                    |              |                 |
| 08023100        | Walnuts, in shell                                                                                   | 115,456                | 511,175                 | 23                         | 15           | 20              |
| 08025100        | Pistachios, in shell                                                                                | 23,094                 | 1,352,234               | 2                          | 43           | 48              |
| 21069066        | Edible preparations, not containing sugar, not canned or frozen                                     | 19,255                 | 3,247,180               | 1                          | 9            | 19              |
| 24012080        | Cigarette leaf tobacco, burley, threshed or similarly processed, partly/wholly stemmed/stripped     | 16,584                 | 121,636                 | 14                         | 25           | 50              |
| 24012080        | Cigarette leaf tobacco, flue-cured, threshed or similarly processed, partly/wholly stemmed/stripped | 14,019                 | 558,125                 | 3                          | 25           | 50              |
| 22083090        | Whiskies, excluding bourbon                                                                         | 13,668                 | 768,724                 | 2                          | 0            | 40              |
| 08025200        | Pistachios, shelled                                                                                 | 11,285                 | 65,254                  | 17                         | 43           | 48              |
| 10063090        | Rice, medium grain, milled                                                                          | 10,665                 | 481,961                 | 2                          | 15           | 35              |
| 08023200        | Walnuts, shelled                                                                                    | 9,735                  | 858,435                 | 1                          | 15           | 20              |
| 10061000        | Rice, in husk                                                                                       | 9,493                  | 433,089                 | 2                          | 5            | 25              |

**Source:** FAS, *Turkey Introduces New Additional Levy on U.S. Products*, GAIN Report TR8018, June 28, 2018; GATS.

**Notes:** The products listed account for 97% of the value of all of the U.S. agricultural and food products subject to Turkey's retaliatory tariffs.

In November 2018, USDA projected that total U.S. agricultural and food exports to Turkey would amount to \$1.5 billion in FY2019, which reflects a decline of \$200 million from FY2018.<sup>30</sup>

## India

In response to the tariffs the Trump Administration levied on U.S. imports of steel and aluminum from India earlier this year, India has threatened to impose retaliatory tariffs on a handful of U.S. agricultural and food products (see **Table 7**). The date for imposing these tariffs has been pushed back several times, and they are currently set to become effective on January 31, 2019.<sup>31</sup> U.S. exports of the targeted products were valued at \$857 million in 2017, comprising 54% of the \$1.8 billion of total U.S. agricultural exports to India. U.S. almond growers, in particular, could feel the effects of India's threatened tariffs should they enter into force. Of the \$1 billion in U.S.

<sup>30</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>31</sup> Suneja, "India Again Postpones Levying Retaliatory Tariffs on US Goods to Jan 31."



unshelled almond exports to all destinations in 2017, \$584 million were shipped to India. Under the proposed tariffs, India would raise its existing tariff on U.S. unshelled almonds by 20%.

**Table 7. India's Proposed Retaliatory Tariffs on U.S. Agricultural Exports by Value**

| Listed HTS Code | Product Description          | 2017 Exports to India | Total 2017 U.S. Exports | Share of 2017 U.S. Exports | Current Tariff <sup>a</sup> | Proposed Tariff Rate |
|-----------------|------------------------------|-----------------------|-------------------------|----------------------------|-----------------------------|----------------------|
|                 |                              | in \$thousands        |                         | Percent                    |                             |                      |
| 08021100        | Almonds, in shell            | 583,868               | 1,079,181               | 54                         | 35 INR per kg               | 42 INR per kg        |
| 08081000        | Apples                       | 96,798                | 969,499                 | 10                         | 50                          | 75                   |
| 08021200        | Almonds, shelled             | 74,331                | 3,262,286               | 2                          | 100 INR per kg              | 120 INR per kg       |
| 08023100        | Walnuts, in shell            | 58,627                | 511,175                 | 11                         | 100                         | 120                  |
| 07132000        | Chickpeas, dried and shelled | 27,110                | 168,972                 | 16                         | 60                          | 70                   |
| 07134000        | Lentils, dried and shelled   | 16,169                | 218,307                 | 7                          | 30                          | 40                   |

**Source:** India, *Immediate Notification Under Article 12.5 of the Agreement on Safeguards to the Council for Trade in Goods of Proposed Suspension of Concessions and other Obligations Referred to in Paragraph 2 of Article 8 of the Agreement on Safeguards*, June 14, 2018; GATS. USDA, *Tariff Hike on U.S. Agricultural Products Deferred to November 2*, GAIN Report IN8108, September 21, 2018. INR= Indian rupee.

**Notes:**

- a. Some products have a per-unit tariff.

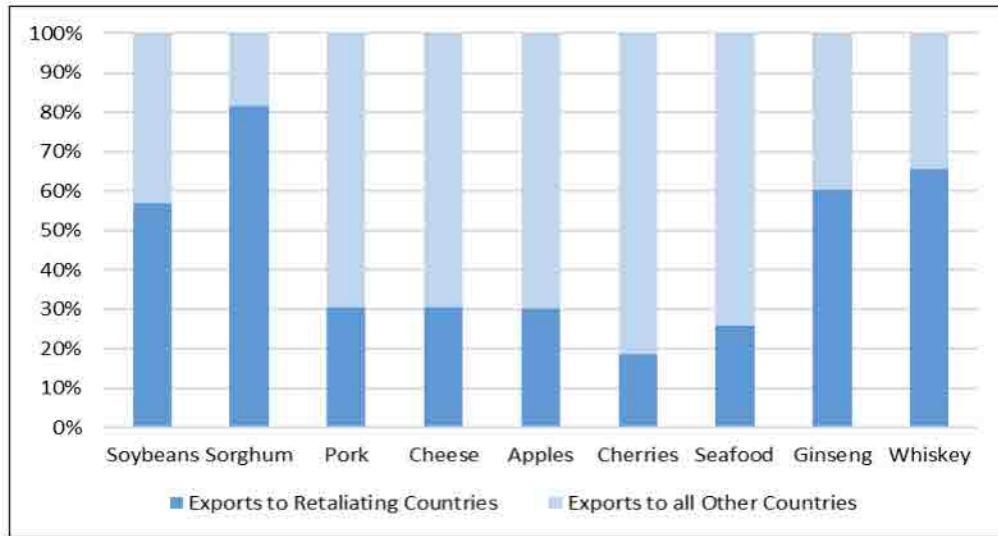
## Key Products Targeted by Retaliatory Tariffs

Some of the retaliatory tariffs have been placed on U.S. products that have not been exported to the retaliating country for the past several years or have been exported in small amounts. For example, China has put a 50% retaliatory tariff on U.S. watermelons, even though it did not import more than \$1,000 of U.S. watermelons in 2016 or 2017.<sup>32</sup> In other cases, the effects have the potential to be more significant, as the retaliating markets represent leading export markets for certain U.S. products that are subject to new tariffs. For example, in 2017 China, Canada, Mexico, the EU, and Turkey accounted for about 20% or more by value of U.S. exports of pork, soybeans, sorghum, cheese, apples, cherries, seafood, ginseng, and whiskey (see **Figure 2**). This section highlights some of the U.S. agricultural and food product exports subject to retaliatory tariffs.

<sup>32</sup> GATS, accessed August 20, 2018.



**Figure 2. Percentage of Total U.S. Exports for Selected Products to Retaliating Countries, CY2017**

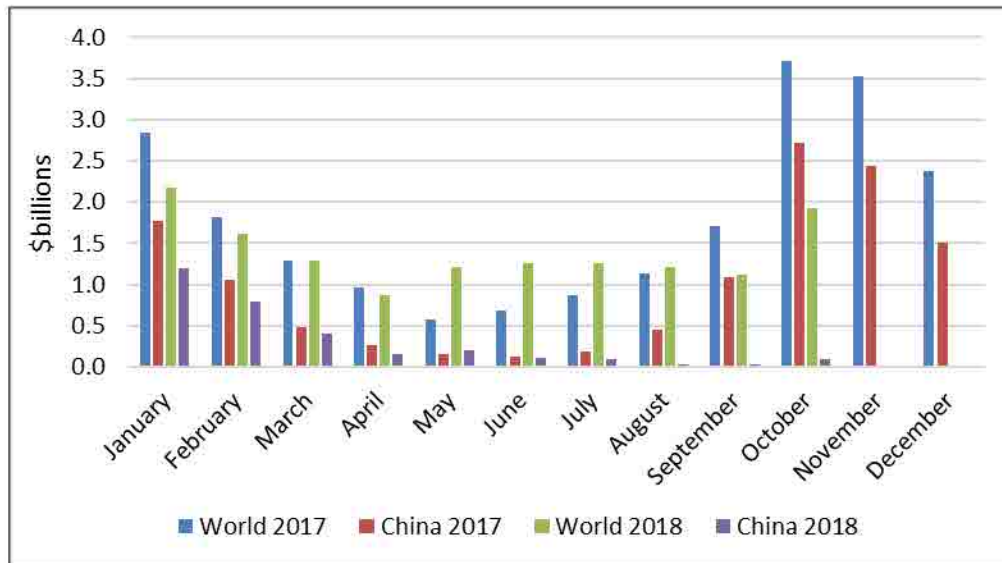


**Source:** Compiled by CRS from GATS, accessed September 5, 2018.

## Soybeans

China has levied retaliatory tariffs of 25% on U.S. soybeans,<sup>33</sup> raising the total tariff rate to 27%, effectively curbing access to what was the largest U.S. export market for that crop in 2017. More than half of U.S. soybean exports that year—about \$12 billion worth—were destined for China, where they were used largely for animal feed.

**Figure 3. Monthly U.S. Soybean Exports for CY2017 and CY2018**



**Source:** GATS, December 12, 2018.

<sup>33</sup> For the purposes of this section, *soybeans* refers to products under HTS code 120290.

**Notes:** U.S. 2018 export values have been reported only through September 2018. October-December 2017 are included in the graph to show last year's trend.

About one-half of U.S. soybeans are exported, with China the largest foreign buyer. U.S. soybean exports for January through October 2018 are 63% lower than during that time period in 2017. After China hiked its tariff on U.S. soybeans in early July 2018, U.S. exports to China essentially halted, even as USDA was forecasting a record U.S. soybean crop.<sup>34</sup> Meanwhile, China has increased its soybean purchases from Brazil and elsewhere.<sup>35</sup> U.S. soybean prices have declined since China's retaliatory tariff took effect, with the reduction in U.S. exports likely contributing to the decline, along with other factors, such as the estimated record U.S. soybean harvest. Between June and late September 2018, the price of U.S. soybeans for export from the Port of New Orleans dropped from \$10.89 to \$8.68 per bushel due to the tariffs, according to the American Soybean Association (ASA), while the price farmers received could be even lower.<sup>36</sup> ASA has expressed "extreme disappointment" at USTR for the escalating tariffs on imports from China which, in turn, led to China's retaliatory tariff on U.S. soybeans.<sup>37</sup> In December 2018, China made its first purchases of U.S. soybeans since July following a meeting between President Trump and President Xi.

USDA projects that total U.S. soybean exports in FY2019 may decline by \$800 million from the \$21 billion in FY2018.<sup>38</sup> While U.S. soybean exports to China had all but ceased until December, shipments increased to the EU, Mexico, and Egypt, among other markets. Increased exports to these markets are not expected to entirely offset the loss of sales to China.<sup>39</sup> USDA projects an average farm price of soybeans of \$7.35-\$9.85 per bushel for the 2018/2019 marketing year, which began on October 1, 2018. That would compare with \$9.33 per bushel in 2017/2018.<sup>40</sup> The midpoint of the 2018/2019 price range is 8% lower than the average price farmers received in 2017/2018, while the lower end of the USDA's price projection for 2018/2019 would amount to a decline of 21%.

## Sorghum

China has placed retaliatory tariffs of 25% on U.S. sorghum,<sup>41</sup> raising the total tariff rate to 27% and potentially curbing a market that has absorbed about 80% of U.S. sorghum exports in recent years. U.S. sorghum exports to China amounted to \$836 million in 2017. Total U.S. sorghum exports for FY2018 were valued at \$759 million and are forecast to decline to \$500 million in FY2019.<sup>42</sup> China imports U.S. sorghum for animal feed, among other uses.

<sup>34</sup> USDA National Agricultural Statistics Service, *Crop Production*, November 8, 2018.

<sup>35</sup> Karl Plume, "U.S. Soybean Exports Scrapped as China Shifts to Brazilian Beans," Reuters, May 18, 2018.

<sup>36</sup> ASA, "Escalating Trade War with China Will Increase Damage to American Soybean Farmers," press release, September 24, 2018.

<sup>37</sup> ASA, "Soy Growers Disappointed in Additional Tariffs, Continue to Seek Export Stability with Largest Customer," press release, July 12, 2018.

<sup>38</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*, which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>39</sup> ERS, *Oil Crops Outlook; Soybean Growers Face Mounting Storage Issues*, October 15, 2018.

<sup>40</sup> USDA, World Agricultural Outlook Board, *World Agricultural Supply and Demand Estimates*, October 11, 2018.

<sup>41</sup> For the purposes of this section, *sorghum* refers to products under HTS code 100790.

<sup>42</sup> ERS, *Outlook for U.S. Agricultural Trade*, November 29, 2018. USDA's trade forecasts express export values in fiscal years as opposed to calendar years. The trade forecasts also use USDA's definition of *agricultural products*,



## Pork

Mexico and China have each levied retaliatory tariffs on U.S. fresh and frozen pork, potentially impacting up to 30% of U.S. pork exports by value.<sup>43</sup> Mexico and China are the second- and fifth-leading markets for U.S. pork exports by value, at \$1.1 billion and \$237 million in 2017,<sup>44</sup> respectively, compared with total U.S. pork exports of \$4.6 billion that year. The National Pork Producers Council (NPPC) estimates that exports to China are higher, reflecting the inclusion of reexports from Hong Kong and other factors.<sup>45</sup> Some U.S. pork exports to China are subject to an additional 25% retaliatory tariff following the imposition of U.S. Section 232 tariffs on steel and aluminum and an additional 25% retaliatory tariff in response to the U.S. Section 301 tariffs. As a result, Chinese tariffs on some U.S. pork products, such as bone-in hams, now reach 70%. U.S. pork exports to Mexico, which were duty-free under NAFTA, are now subject to a 20% tariff.

U.S. pork exports to both countries have declined since the tariffs were applied. The value of U.S. pork exports to Mexico between January and October 2018 was 9% lower than in the same time period the year before, while U.S. pork exports to China declined by 13% over the same period.<sup>46</sup>

China is also a leading export market for frozen edible pork offal.<sup>47</sup> These products have little value in the U.S. market but command a premium price in China. U.S. pork producers exported \$251 million worth of frozen edible pork offal to China in 2017, accounting for 31% of the \$805 million in total exports of those products. U.S. frozen pork offal exports to China are now subject to a 50% retaliatory tariff, which is in addition to a preexisting tariff of 12%.

## Cheese

Mexico and China have each applied retaliatory tariffs on imports of U.S. cheese, affecting almost one-third of total U.S. cheese exports by value.<sup>48</sup> Mexico is the leading export market by value for U.S. cheese, but in the wake of the Trump Administration's trade actions, Mexico replaced its zero duty on U.S. cheese with tariffs of 20% and 25%, depending on the type of cheese. U.S. cheese exports to Mexico of \$390 million in 2017 accounted for 27% of the value of all U.S. cheese exports that year. U.S. exports of the tariff-affected cheese to Mexico—including fresh, grated, and certain other cheese products—totaled \$379 million in 2017. China has applied a 25% retaliatory tariff to imports of all U.S. cheese types, raising the total tariff rate to 33% for

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which differs from the definition used in this report to quantify U.S. agricultural and food exports in CY2017, as the USDA forecasts do not include seafood and spirits, among other differences.

<sup>43</sup> Unless distinguished otherwise, pork discussed in this section applies to fresh and frozen cuts covered in HTS 0203. The HTS codes for pork subject to the tariffs from Mexico are 020312, 020319, 020322, and 020329. The HTS codes subject to the tariffs from China are 020311, 020312, 020319, 020321, 020322, and 020329.

<sup>44</sup> GATS, September 5, 2018.

<sup>45</sup> NPPC, "Chinese Retaliation on U.S. Pork Exports Will Harm the Rural Economy," press release, March 23, 2018. NPPC has said the value of pork products exports to China is about \$1.1 billion. Such discrepancies in export values can be due to differences in product classifications and data sources. USDA's classification for pork includes fresh and chilled meat as well as bacon and other preserved and prepared meats and is based on values reported by the U.S. Census Bureau. NPPC used year-to-date Chinese and Hong Kong import data for pork products, which included meat, processed meat, variety meats, and sausage casings.

<sup>46</sup> GATS. Accessed December 7, 2018.

<sup>47</sup> For the purposes of this section, *frozen swine offal* refers to products under HTS code 020649.

<sup>48</sup> Mexico's retaliatory tariffs on U.S. cheese apply to HTS codes 040610, 040620, and 040690. China's retaliatory tariffs on U.S. cheese apply to HTS codes 040610, 040620, 040630, 040640, and 040690.



grated cheese, processed cheese, blue veined cheese, and other cheeses and to 37% for fresh cheese. In 2017, China was the destination for \$63 million worth of U.S. cheese.

The retaliatory tariffs have contributed to a decline in cheese exports to Mexico and China, according to USDA. The value of U.S. cheese exports to Mexico between July 2018—the month the tariffs took effect—and October 2018 declined by 7% compared with the same period in 2017. The value of U.S. cheese exports to China fell by 51% during this period in 2018 as compared to 2017.<sup>49</sup>

## Apples

U.S. apple exports to Mexico and China are now subject to additional retaliatory tariffs of 20% and 40%, respectively, raising the total tariff rates to 20% and 50%, respectively. The two countries accounted for about 30% of the \$969 million of total U.S. apple exports in 2017.<sup>50</sup> Mexico was the leading export market by value for U.S. fresh apples, importing \$275 million in 2017, or 28% of total U.S. apple exports that year. Under NAFTA, U.S. apples were not subject to import tariffs in Mexico. China opened its market to U.S. apples in 2015, and the U.S. apple industry considers it to be a potential growth market. China imported about \$18 million worth of U.S. apples in 2017 when the tariff rate was 10%.

India ranked third as a destination for U.S. apple exports in 2017, purchasing \$97 million of U.S. apples, or 10% of total exports. The Indian government proposes to apply a 30% retaliatory tariff on imports of U.S. apples on January 31, 2019.

## Cherries

China has imposed a retaliatory tariff of 40% on U.S. cherries, raising the total tariff rate to 50%.<sup>51</sup> Demand for cherries has increased in China in recent years, and the United States has been a key source for filling that demand.<sup>52</sup> U.S. producers exported \$123 million worth of cherries to China in 2017—an increase of 68% over 2016 exports—accounting for 19% of total U.S. cherry exports that year. The steep retaliatory tariff may spur Chinese importers to look for alternative suppliers.<sup>53</sup> The value of U.S. cherry exports contracted by 19% in FY2018 from the prior year due in part to China's retaliatory tariff, among other factors.<sup>54</sup>

## Seafood

China has added a retaliatory tariff of 25% to more than 150 varieties of U.S. seafood and seafood products, affecting nearly all of the \$1.2 billion U.S. seafood exports to China in 2017.<sup>55</sup> China was the destination for about one-quarter of all U.S. seafood exports in 2017 and has been the leading export market for U.S. seafood since 2011. Domestic consumption of higher-value seafood—including such products as salmon, cod, shrimp, and lobster—is increasing in China.<sup>56</sup>

<sup>49</sup> GATS, accessed December 6, 2018.

<sup>50</sup> For the purposes of this section, *apples* refer to products under HTS code 080810.

<sup>51</sup> For the purposes of this section, *cherries* refers to products under HTS codes 080921 and 080929.

<sup>52</sup> FAS, *China Stone Fruit Annual 2018*, GAIN Report CH 18037, June 29, 2018.

<sup>53</sup> FAS, *China Stone Fruit Annual 2018*.

<sup>54</sup> ERS, *Fruit and Tree Nuts Outlook*, September 27, 2018.

<sup>55</sup> For the purposes of this section, *seafood* applies to any product listed in chapter 3, *Fish and Crustaceans, Molluscs and Other Aquatic Invertebrates*, of the HTS.

<sup>56</sup> FAS, *2017 China's Fishery Annual*, GAIN Report CH17057, December 30, 2017.

That trend is expected to continue, but whether U.S. seafood will remain competitive under the weight of China's retaliatory tariff remains to be seen.

## Ginseng

Tariffs have also been placed on certain niche agricultural products, such as American Ginseng, that have few markets beyond the retaliating markets, leaving that industry with few foreign market alternatives. China has applied a retaliatory tariff of 25% on imports of U.S. American Ginseng, raising the tariff rate to 32.5% on a product that is largely dependent on export sales.<sup>57</sup> In 2017, China purchased 60% of U.S. American Ginseng exports, valued at \$22 million. Ginseng is a root that is used in teas and certain other food and medicinal products in Asia. As much as 95% of American Ginseng grown in the United States is produced in Wisconsin, and growers have expressed concern that the tariffs could be detrimental to the industry as China turns to Canadian suppliers.<sup>58</sup>

## Whiskey

U.S. whiskey is the only agricultural and food product to be subject to retaliatory tariffs by all of the retaliating trade partners (see **Table 1**).<sup>59</sup> The EU, which is the destination for \$667 million of U.S. whiskey exports, comprising 59% of total exports, has levied a retaliatory tariff of 25% on imports of U.S. whiskey, which were previously duty-free. China has placed a retaliatory tariff of 25% on all U.S. whiskeys, while Turkey has imposed a retaliatory tariff of 40%, and Canada has applied a 10% tariff. Mexico has placed a 25% retaliatory tariff on bourbon whiskey specifically.<sup>60</sup> U.S. whiskey exports to the retaliating countries amounted to \$742 million in 2017, accounting for 66% of total U.S. whiskey exports of \$1.1 billion that year.

## Processed Products

U.S. food companies could also see effects from the retaliatory tariffs. Almost all of the retaliating trading partners have levied tariffs on U.S. processed foods, such as juices, candy, preserved fruits and vegetables, jams, soups, and other prepared foods. Canada's tariffs, in particular, have the potential to negatively affect U.S. food manufacturers. All of the \$2.6 billion worth of products targeted by Canada's retaliatory tariffs are processed foods, and the Canadian market accounts for more than 50% of total exports for many of those products.

## Federal Government Response

On July 24, 2018, Secretary of Agriculture Sonny Perdue announced that USDA would be taking several temporary actions to assist farmers in response to what the Trump Administration has called "unjustified retaliation."<sup>61</sup> Specifically, USDA authorized up to \$12 billion in financial assistance—referred to as the "trade aid" package—for certain agricultural commodities under

<sup>57</sup> For the purposes of this section, *ginseng* means any product under HTS code 12112010.

<sup>58</sup> Ginseng Board of Wisconsin, "Tariff Threatens Strength of Wisconsin Ginseng Industry," press release, April 5, 2018.

<sup>59</sup> For the purposes of this section, *whiskey* means any product under HTS code 220830.

<sup>60</sup> Bourbon whiskey is a corn-based whiskey. About 95% of all Bourbon whiskey is produced in Kentucky, according to the Kentucky Distillers' Association.

<sup>61</sup> USDA, "USDA Assists Farmers Impacted by Unjustified Retaliation," press release, July 24, 2018.



Section 5 of the Commodity Credit Corporation Charter Act (15 U.S.C. 714c).<sup>62</sup> Most of the money will go to those farm sectors most directly impacted by the trade retaliation—that is, corn, cotton, soybeans, sorghum, wheat, hogs, and dairy—but some funding will also be used for the purchase, distribution, and trade promotion of affected commodities.<sup>63</sup>

USDA estimates that approximately \$9.6 billion would be distributed in MFP payments for corn, cotton, sorghum, soybeans, wheat, dairy, hogs, fresh sweet cherries, and shelled almonds, with over three-fourths (\$7.3 billion) of direct payments provided to soybean producers. It also plans to use \$1.2 billion to purchase excess supplies of 29 different commodities. Another \$200 million will be spent on trade promotion efforts similar to the existing Market Access and Foreign Market Development programs.<sup>64</sup> Those programs provide money to eligible groups to help develop foreign markets for various commodity and food products.<sup>65</sup> For details on the amounts for the payments and purchases under the trade aid package, see CRS Report R45310, *Farm Policy: USDA's Trade Aid Package*.

## U.S. Agriculture's Concerns and Government Response

Many agricultural groups have expressed concerns about the retaliatory tariffs. Exports account for about 20% of U.S. farm income, according to USDA, so U.S. farmers and ranchers have an interest in both maintaining and expanding export markets.<sup>66</sup> Farm groups are concerned about the immediate loss of export sales and the prospect of losing access to markets, or losing market share, over the long term. Over time, importers may identify new suppliers for a given product, as China has done for soybeans. Compounding that problem are new trade deals that are being discussed by the countries retaliating against the United States. The EU-Canada free trade agreement (FTA) went into force in 2017, and the EU has finalized an FTA with Mexico. Mexico and Canada are signatories to the Comprehensive and Progressive Agreement for Trans-Pacific Partnership. If this FTA goes into force, Mexico and Canada would have improved access to nine other Pacific Rim markets. This means U.S. agricultural exports could face stiffer competition on its exports to Mexico and Canada.

The ASA has expressed “extreme disappointment” over USTR’s escalating tariffs on China that have led to retaliation on soybeans.<sup>67</sup> The NPPC has stated that the retaliatory tariffs are “threatening the livelihoods of thousands of U.S. pig farmers.”<sup>68</sup> The U.S. Dairy Export Council has warned that the retaliatory tariffs that China and Mexico have imposed could result in billions

<sup>62</sup> The Commodity Credit Corporation (CCC) is a wholly government-owned entity that exists solely to finance authorized programs that support U.S. agriculture. It is subject to the supervision and direction of the Secretary of Agriculture. The CCC funds a broad array of programs, including export and commodity programs, resource conservation, disaster assistance, agricultural research, and bioenergy development.

<sup>63</sup> For more on the trade aid package, see CRS Report R45310, *Farm Policy: USDA's Trade Aid Package*.

<sup>64</sup> For information on these programs, see CRS Report R44985, *USDA Export Market Development and Export Credit Programs: Selected Issues*.

<sup>65</sup> See CRS Report R44985, *USDA Export Market Development and Export Credit Programs: Selected Issues*.

<sup>66</sup> FAS, “U.S. Farm Exports Hit Third-Highest Level on Record,” press release, November 16, 2017.

<sup>67</sup> ASA, “Soy Growers Disappointed in Additional Tariffs, Continue to Seek Export Stability with Largest Customer,” press release, July 12, 2018.

<sup>68</sup> NPPC, “China Tariffs on U.S. Pork Now Tops 60 Percent; American Pork Producers Face Financial Crisis,” press release, July 6, 2018.



of dollars of lost sales for U.S. dairy producers.<sup>69</sup> Farmers for Free Trade—a coalition led by former Senators Max Baucus and Richard Lugar that advocates for free trade and opposes tariffs that injure farmers, ranchers, and rural communities—has run radio, print, and television ads in key markets across the country expressing concern about the Administration’s trade policies and the potential economic fallout they may have on U.S. agriculture.

While President Trump and members of his Administration have met with officials from many of the retaliating markets, including Chinese President Xi Jinping and European Commission President Jean-Claude Juncker, USDA’s trade aid package is the Trump Administration’s short-term effort to ease the retaliatory tariffs on U.S. agricultural products. A number of producer groups have indicated that the trade aid package is inadequate to compensate growers for lost export sales. For example, Western Growers, an association that represents specialty crop producers, has stated that the \$12 billion plan falls “substantially short” of what many producers affected by the retaliatory tariffs need.<sup>70</sup> The American Farm Bureau Federation, the largest general farm organization, concluded that the package provides “some breathing room” for farmers and ranchers but added that it will likely only help producers through a few months.<sup>71</sup> In general, numerous farmer and rancher organizations have urged the Administration to resolve the trade concerns that have led to tariff retaliation against U.S. agriculture and food products in order to facilitate the removal of these tariffs.

## Congressional Interest

Because of the broad scope of farm products subject to the retaliatory tariffs and the importance of some of the markets involved, many farmers and ranchers are likely to experience some negative effects, such as lower prices or potentially lost market opportunities for their products. The trade aid package that USDA has introduced to help producers mitigate the potential loss of exports due to the tariffs is a limited set of initiatives that are not designed to address potential longer-term downside consequences that may arise, such as lower commodity prices and reduced farm income from lower export sales. Some agriculture industry stakeholders have suggested that the potential effects of the retaliatory tariffs could be longer lasting, because they have created uncertainty about U.S. trade policy behavior and because U.S. actions have called into question the reliability of the United States as a trading partner.<sup>72</sup>

Several bills introduced in the 115<sup>th</sup> Congress in both the House and the Senate would have provided more export promotion money and additional adjustment assistance to farmers affected by the retaliatory tariffs, though none passed. Legislation that sought to address the effects of the retaliatory tariffs on agriculture included the following:

- S. 3258 (Heitkamp) and H.R. 6483 (Blunt/Rochester) would have provided trade adjustment assistance to farmers adversely affected by reduced exports resulting from retaliatory tariffs.
- S. 3407 (Heitkamp) and H.R. 6699 (Bustos) would have required that any duties collected as part of the Section 232 or Section 301 tariffs on U.S. imports be

<sup>69</sup> U.S. Dairy Export Council, “Chinese and Mexican Tariffs Will Cost Dairy Industry Billions If Left Unchecked,” press release, August 27, 2018.

<sup>70</sup> Western Growers, “Western Growers Statement on USDA Trade Mitigation Plan,” press release, August 28, 2018.

<sup>71</sup> American Farm Bureau Federation, “Tariff Relief Welcome, Farmers Still Need Open Markets,” press release, August 27, 2018.

<sup>72</sup> Mario Parker et al., “Cargill CEO Sees Risk to U.S. Farmers as China Shuns Soybeans,” Bloomberg News, September 25, 2018.

provided to the Foreign Market Development Program, the Market Access Program, and the Technical Assistance for Specialty Crops program.

As U.S. farmers and ranchers look to regain or expand existing markets and establish new ones, Members of Congress may consider engaging the Administration through their oversight activities to identify actions that would facilitate additional sales of agricultural products in domestic and export markets and enhance the long-term economic vitality of U.S. food and agricultural interests.

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Shutdown worries H-2A users

by:- Tom Karst

undefined

A partial government shutdown that began Dec. 22 could stretch deep into January and could mean delays and trouble for the H-2A agricultural guest worker program used by produce growers.

President Donald Trump has indicated he wants Senate Democrats to agree fund \$5 billion of his proposed border wall before he will sign a funding bill.

“We need Border Security, and as EVERYONE knows, you can’t have Border Security without a Wall. The Drones & Technology are just bells and whistles. Safety for America!” Trump tweeted Dec. 23.

## Fallout

Market news reports, food safety outbreak response and fruit and vegetable quality inspections continued during the first week of the partial shutdown of the federal government.

The real-world effect could be amplified the longer the shutdown continues, said Kate Woods, vice president of the Northwest Horticultural Council, Yakima, Wash.

Woods said there is some concern about potential delays in processing H-2A guest worker applications.

“One of our concerns with regard to our H-2A program is that Department of State will continue to process visas in (foreign) consulates until they run out of money,” said Michael Marsh, president and CEO of the National Council of Agricultural Employers.

“We know we’ve got some applications that are in play right now and that could be a real problem if we can’t get the workers in here.”

Marsh said it is unknown how long it will take before the Department of State runs out of money, but when it does, it will stop processing visas for guest agricultural workers needed at U.S. farms.

“Once they run out, and it’ll take them a little while to get gear back up. and then you know, there will be so many additional applications that will be in the queue,” he said. “It’s a mess.”

Guest worker applications are now being processed from California, Florida, Texas, South Carolina and other states, he said.

“We’re at the whim of the politicians so hopefully they will get it done,” Marsh said.



## What remains

Agriculture Secretary Sonny Perdue said in a Dec. 21 news release that some USDA activities will be shut down or significantly reduced and some USDA employees will be furloughed.

However, he said certain USDA activities would continue because they are related to law enforcement, the protection of life and property, or are financed through available funding (such as through mandatory appropriations, multi-year discretionary funding, or user fees).

Perdue said that inspection services paid for by user fees — as is the case for fruit and vegetable inspections — won't be stopped by the shutdown.

For the first week of a potential shutdown, the USDA said 61% of employees would either be exempted or excepted from shutdown activities. If the shutdown continues, this percentage would decrease, and activities would be reduced as available funding decreases.

Perdue said inspections for import and export activities to prevent the introduction and dissemination of pests into and out of the U.S. would continue during the partial shutdown. USDA Market News reports also will continue, he said.

The USDA Agricultural Marketing Service Commodity Procurement Program said Dec. 27 it was receiving inquiries from suppliers on how the shutdown affects contracting, contract performance, and invoicing/payments.

The USDA said in a statement that AMS expects the shutdown to have minimal effect on most commodity procurement activities.

The Food and Drug Administration said in an update on its website that the agency would also continue vital activities to respond to emergencies, manage high-risk recalls, review import entries to determine potential risks to health, and respond to other critical public health issues.

The FDA said it would also continue to address existing critical public health challenges, including outbreaks related to foodborne illness.

However, the agency said it won't be able to support some routine regulatory and compliance activities, including most food-related activities. FDA said it will also pause routine establishment inspections, nutrition work, and many ongoing research activities.

**From:** Brewster, Ryan - FAS  
**Sent:** 23 Jul 2018 19:47:00 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC; Perry, Robert - OSEC, Washington, DC; Kline, Jacob - OSEC, Washington, DC  
**Cc:** Summe, Erica - FAS  
**Subject:** Trade Counsel Hafemeister's Meeting with the Agricultural Retailers Association  
**Attachments:** 20180724 STC Hafemeister - Ag Retailers Assn.docx, Ag Retailers Assn Bios.docx

Please see Jason's briefing materials attached.

Attachment withheld under (b)(5) Deliberative exemption (5 pp.)

**Ryan Brewster**  
Chief of Staff  
Foreign Agricultural Service  
U.S. Department of Agriculture  
(202) 720-3935  
[ryan.brewster@fas.usda.gov](mailto:ryan.brewster@fas.usda.gov)

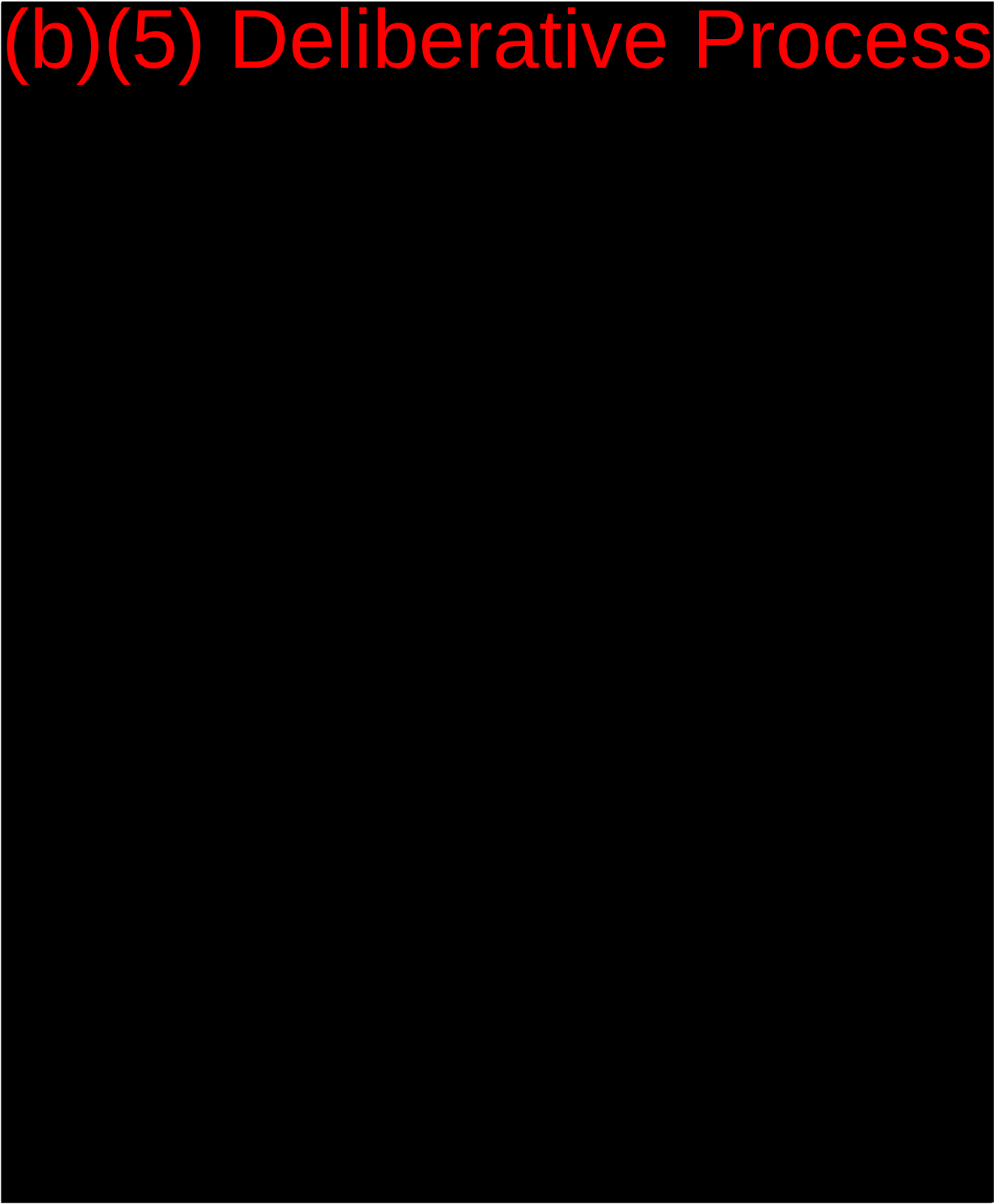


PRE-DECISIONAL, PRIVILEGED, DELIBERATIVE  
BRIEFING DOCUMENT

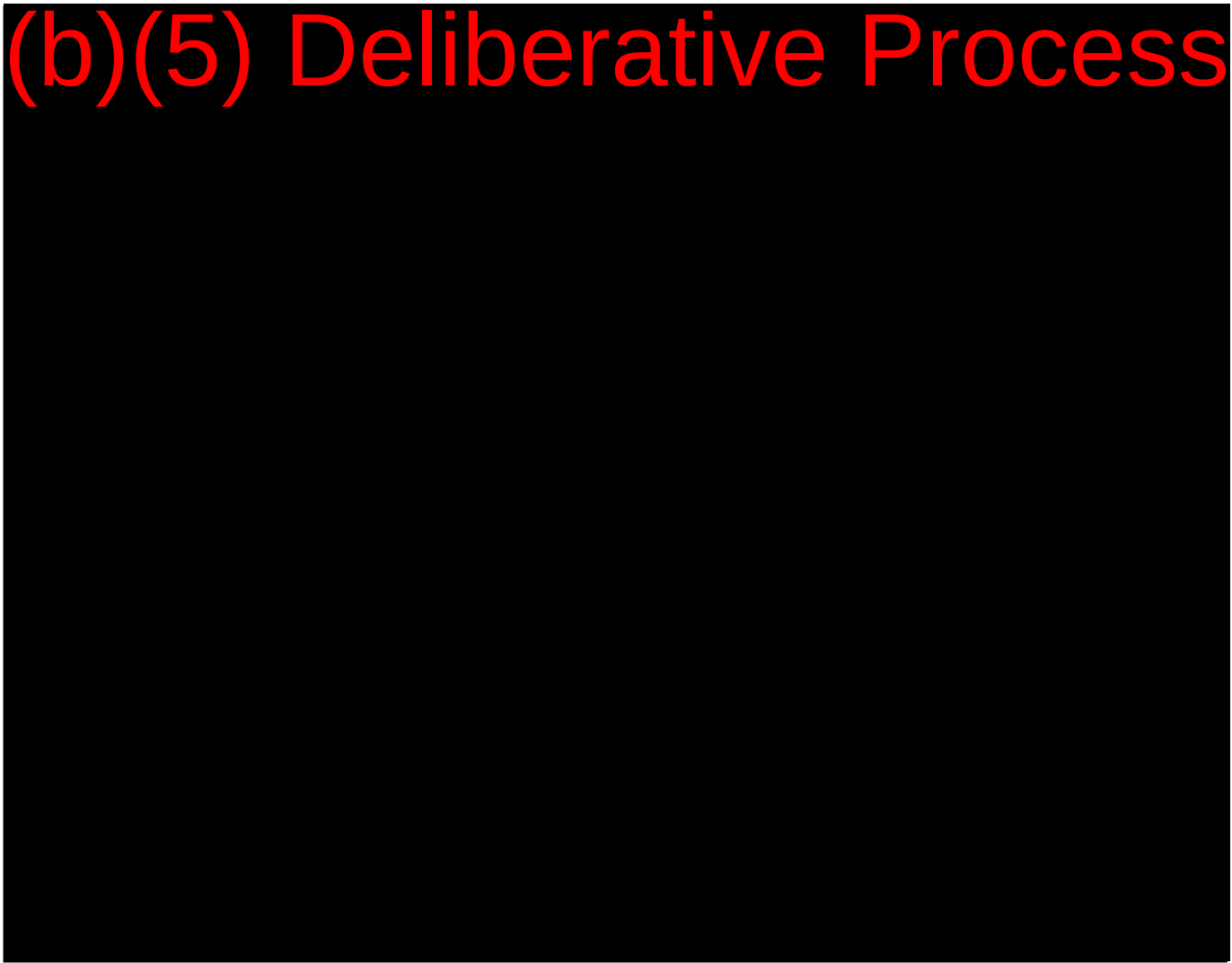
(b)(5) - Deliberative



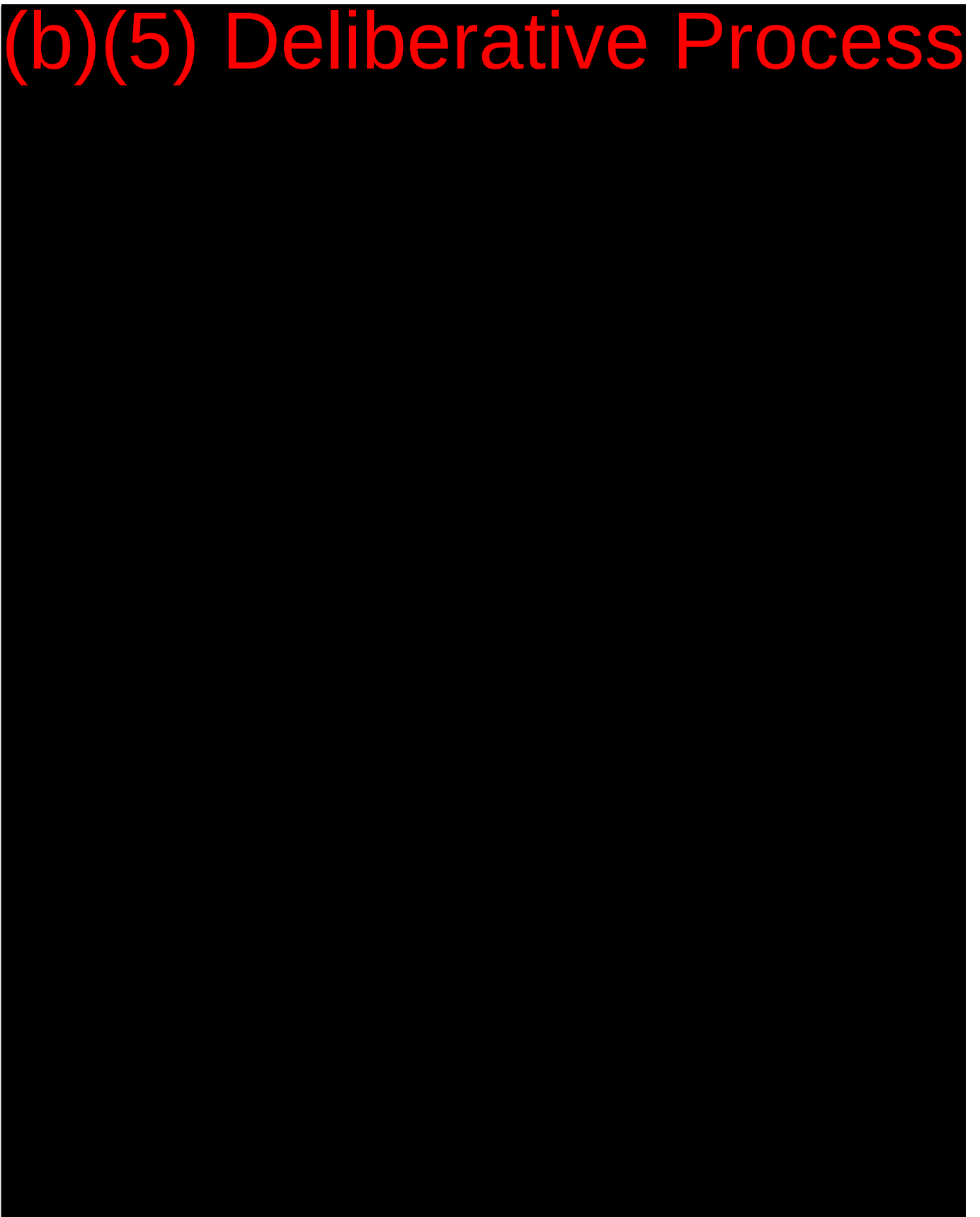
# (b)(5) Deliberative Process



(b)(5) Deliberative Process

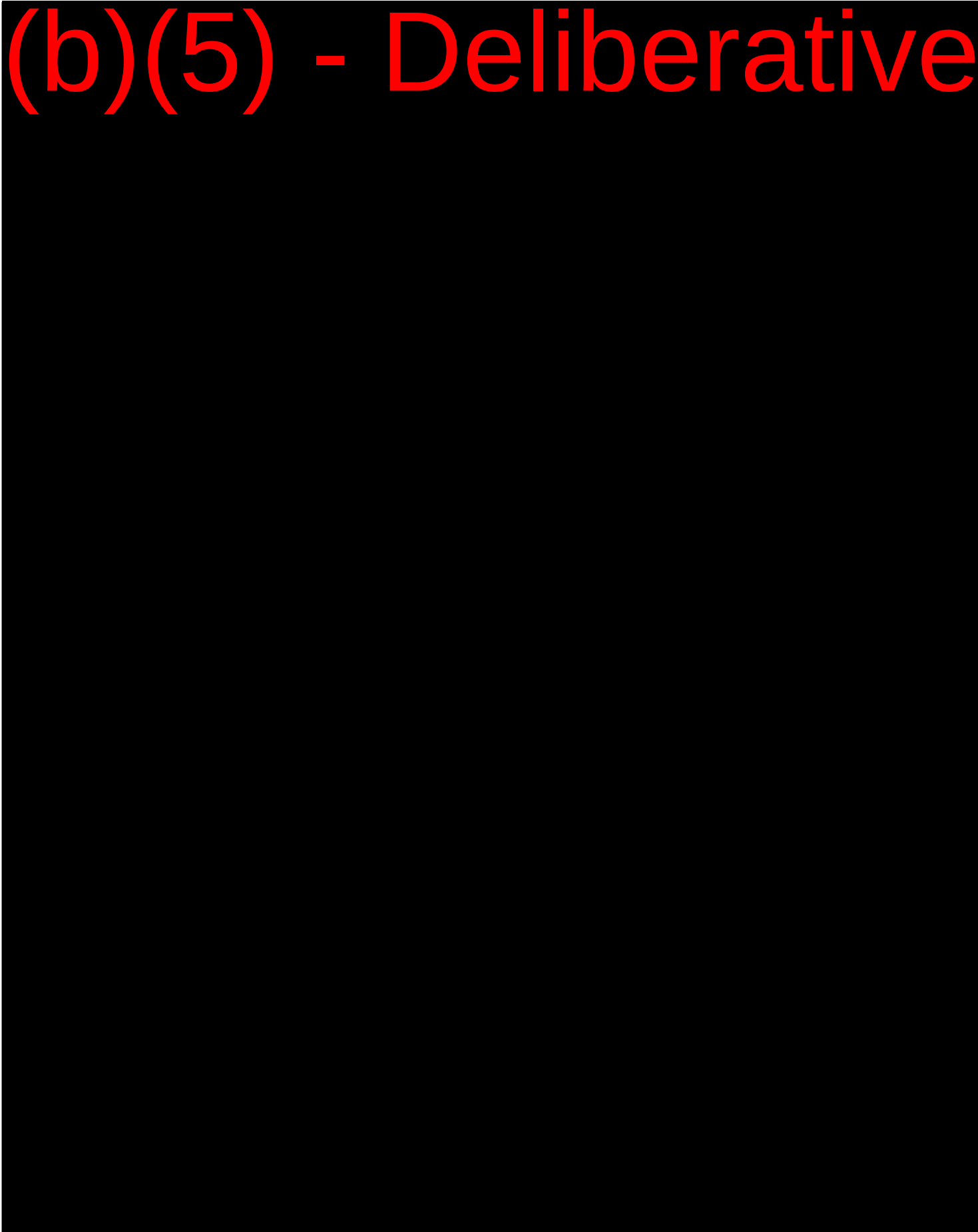


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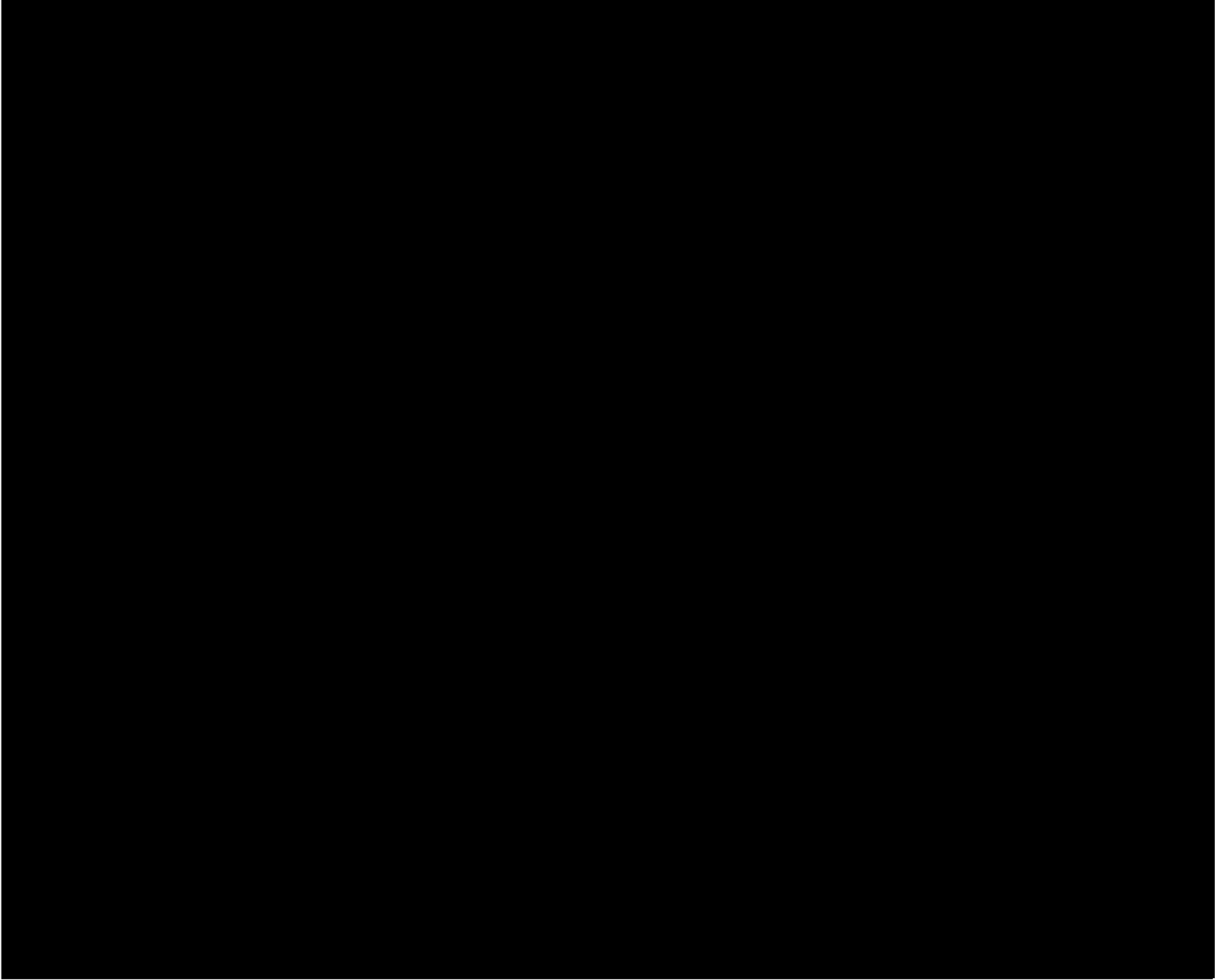




(b)(5) - Deliberative



# (b)(5) Deliberative Process



**From:** Chaves, Barbara - FAS, Washington, DC  
**Sent:** 16 Nov 2019 00:25:31 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Cc:** Summe, Erica - FAS,  
**Subject:** US McKinney's materials for Tuesday's USAEDC event  
**Attachments:** 11-19-2019\_Notional Schedule\_US McKinney - Nov USAEDC.docx, 19 11 15  
Event Brief\_US McKinney - Nov USAEDC.docx, 11-19-2019\_Attachment Bio\_Greg Hanes\_USAEDC - Nov  
USAEDC.docx, USAEDC Annual Workshop Agenda 2019 V15 Nov 12.pdf

Here you go.

Attachment 1: Non-Responsive Record (1 p.)  
Attachment 2: Withheld under (b)(5) Deliberative exemption (10 pp.)  
Attachment 3: Non-Responsive Record (1 p.)  
Attachment 4: Non-Responsive Record (4 pp.)

**Barbara Chaves**  
Chief of Staff  
Foreign Agricultural Service  
202-720-3935  
[Barbara.Chaves@usda.gov](mailto:Barbara.Chaves@usda.gov)





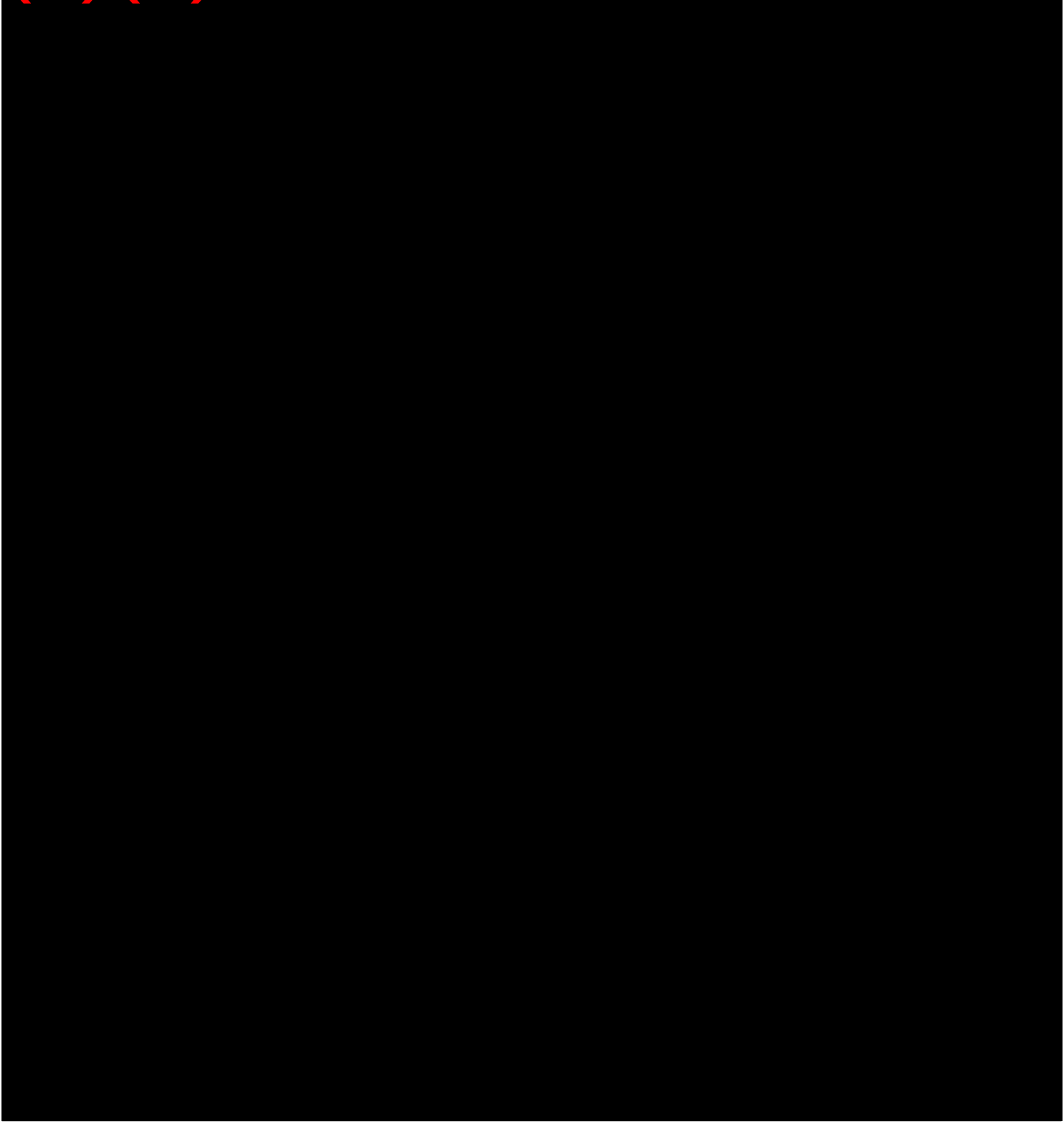
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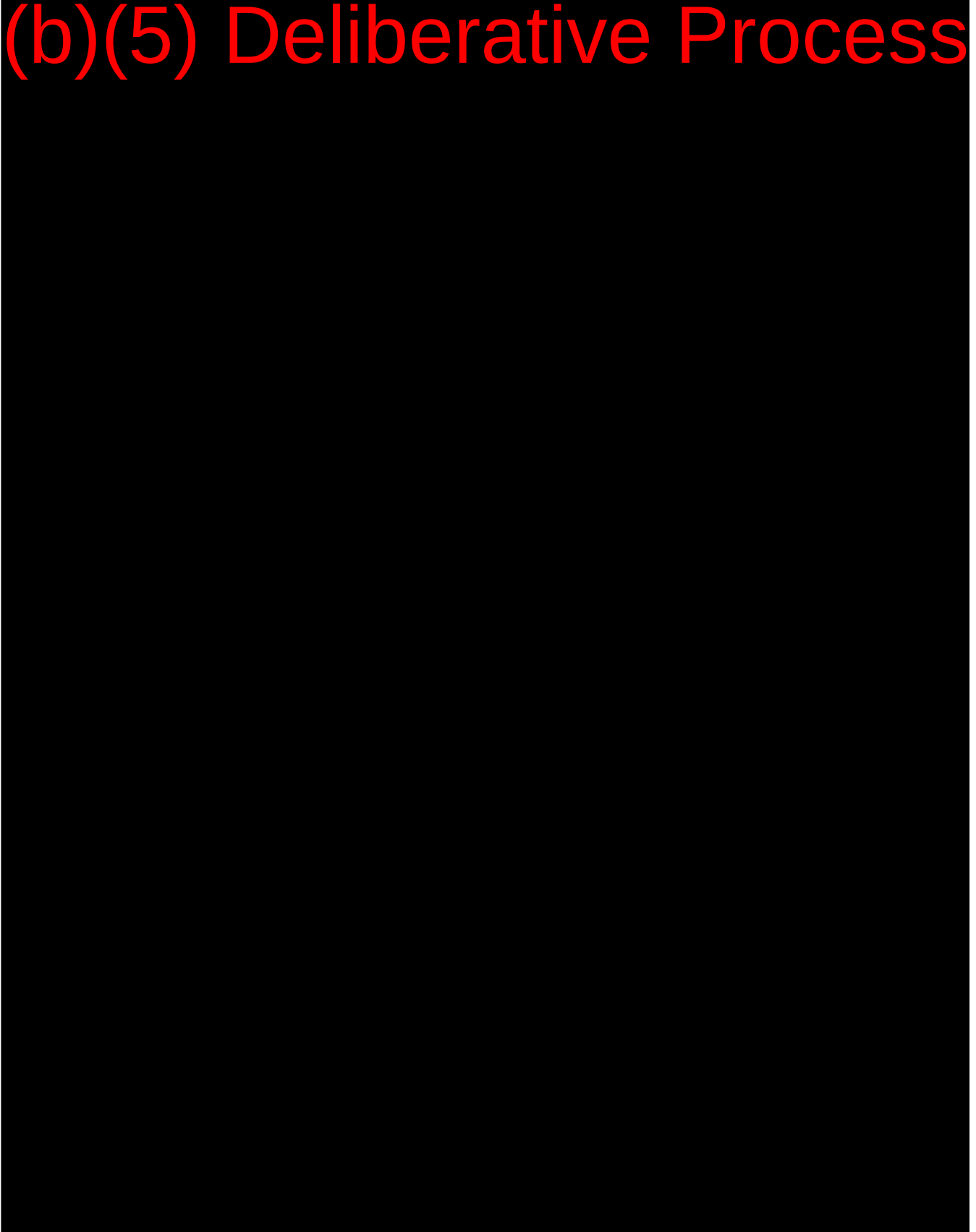
(b)(5) - Deliberative

# (b)(5) Deliberative Process





# (b)(5) Deliberative Process



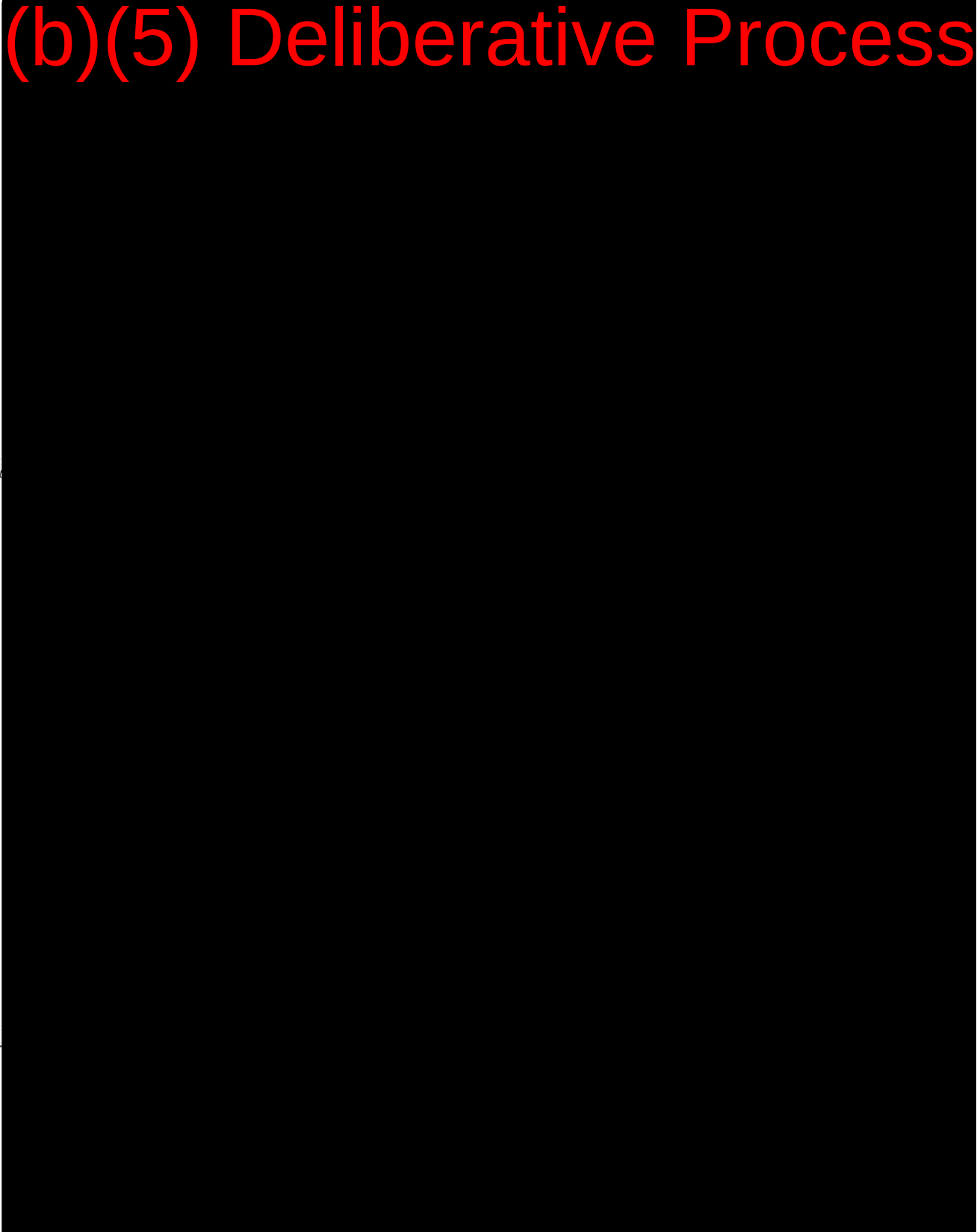
United States  
Department of Agriculture  
Foreign Agricultural Service

November 19, 2019

AMERICAN  
OVERSIGHT

USDA-20-0743-C-000044

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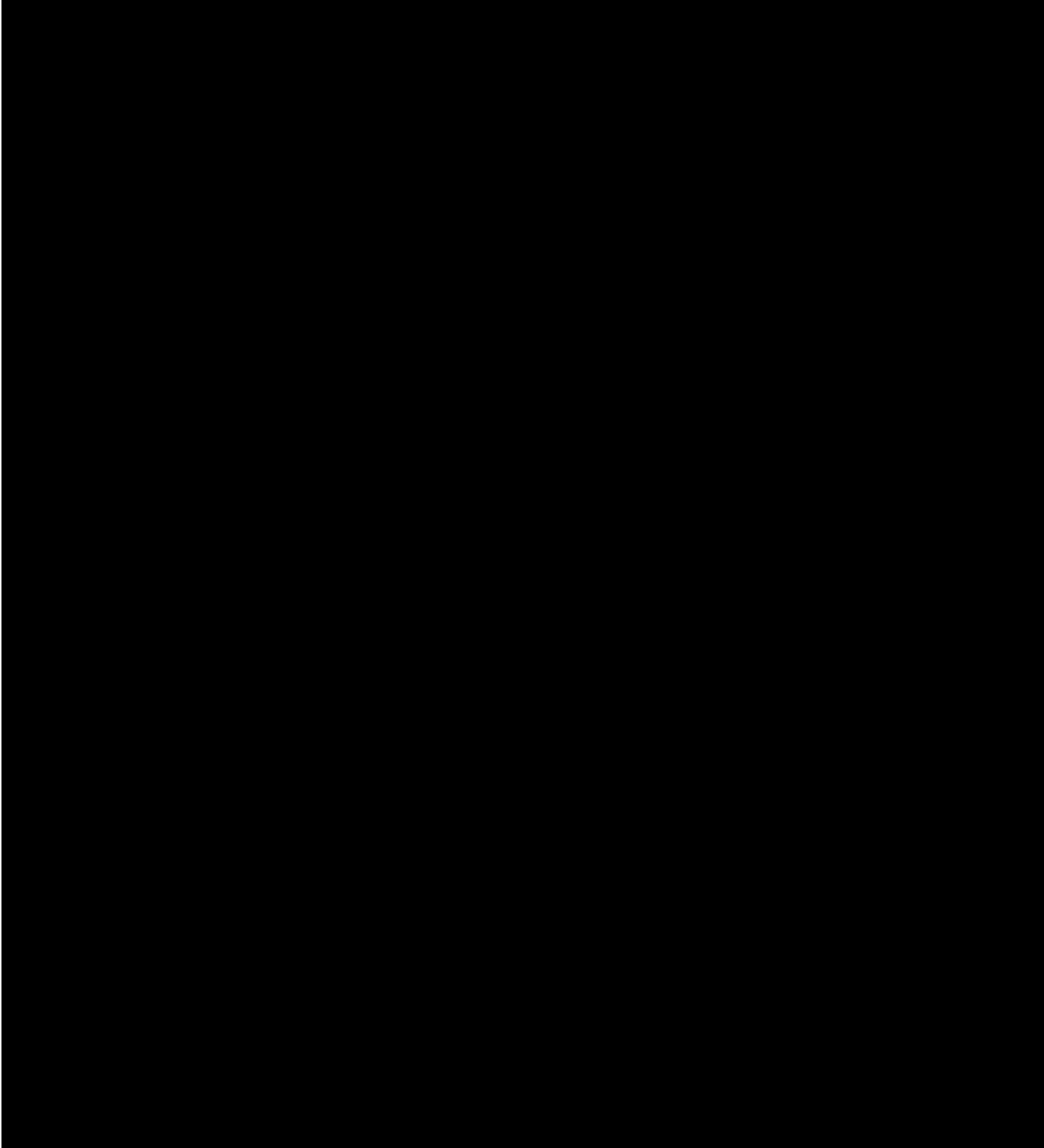
United States  
Department of Agriculture  
Foreign Agricultural Service

November 19, 2019

AMERICAN  
OVERSIGHT

USDA-20-0743-C-000045

# (b)(5) Deliberative Process



United States  
Department of Agriculture  
Foreign Agricultural Service

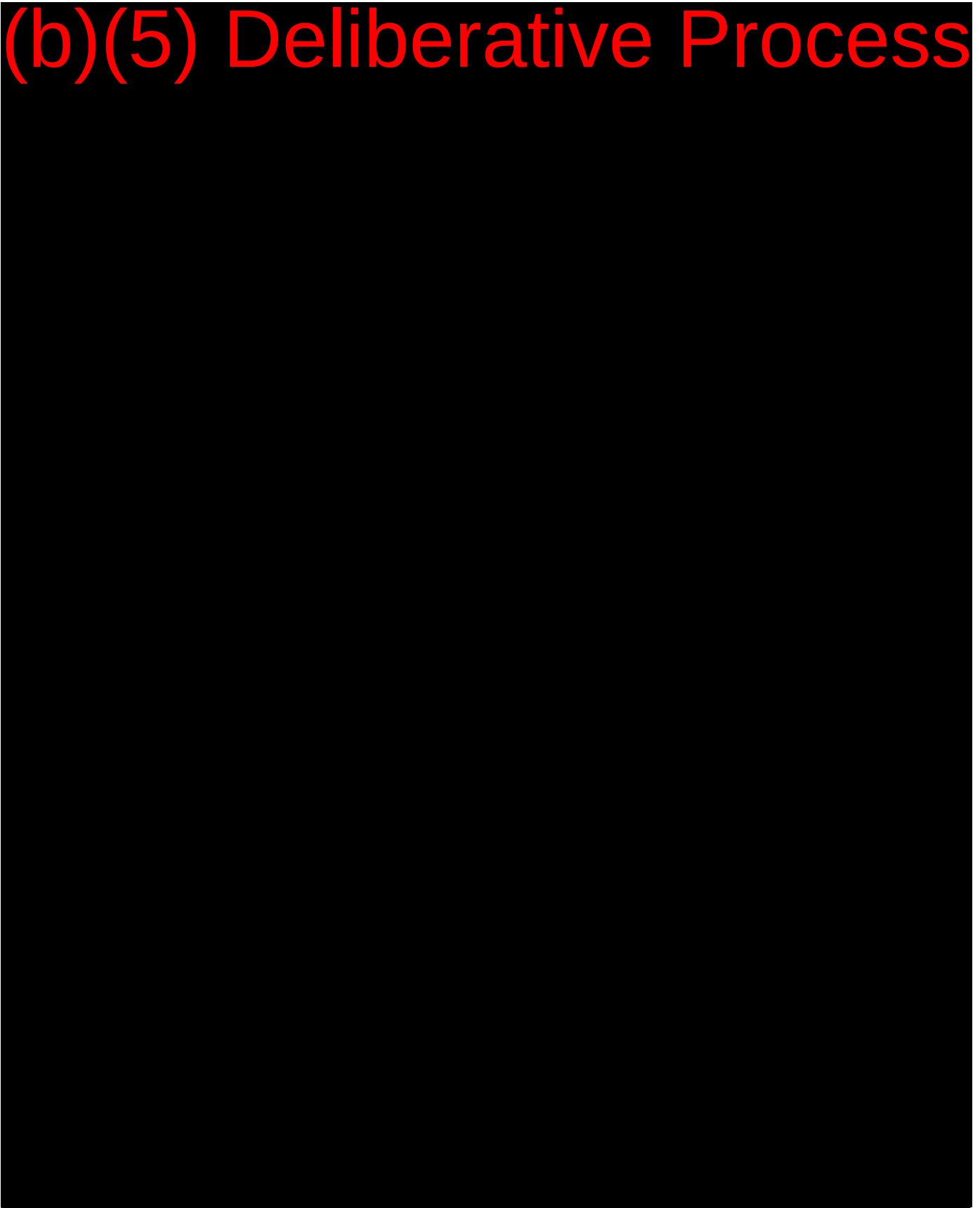
November 19, 2019

AMERICAN  
OVERSIGHT

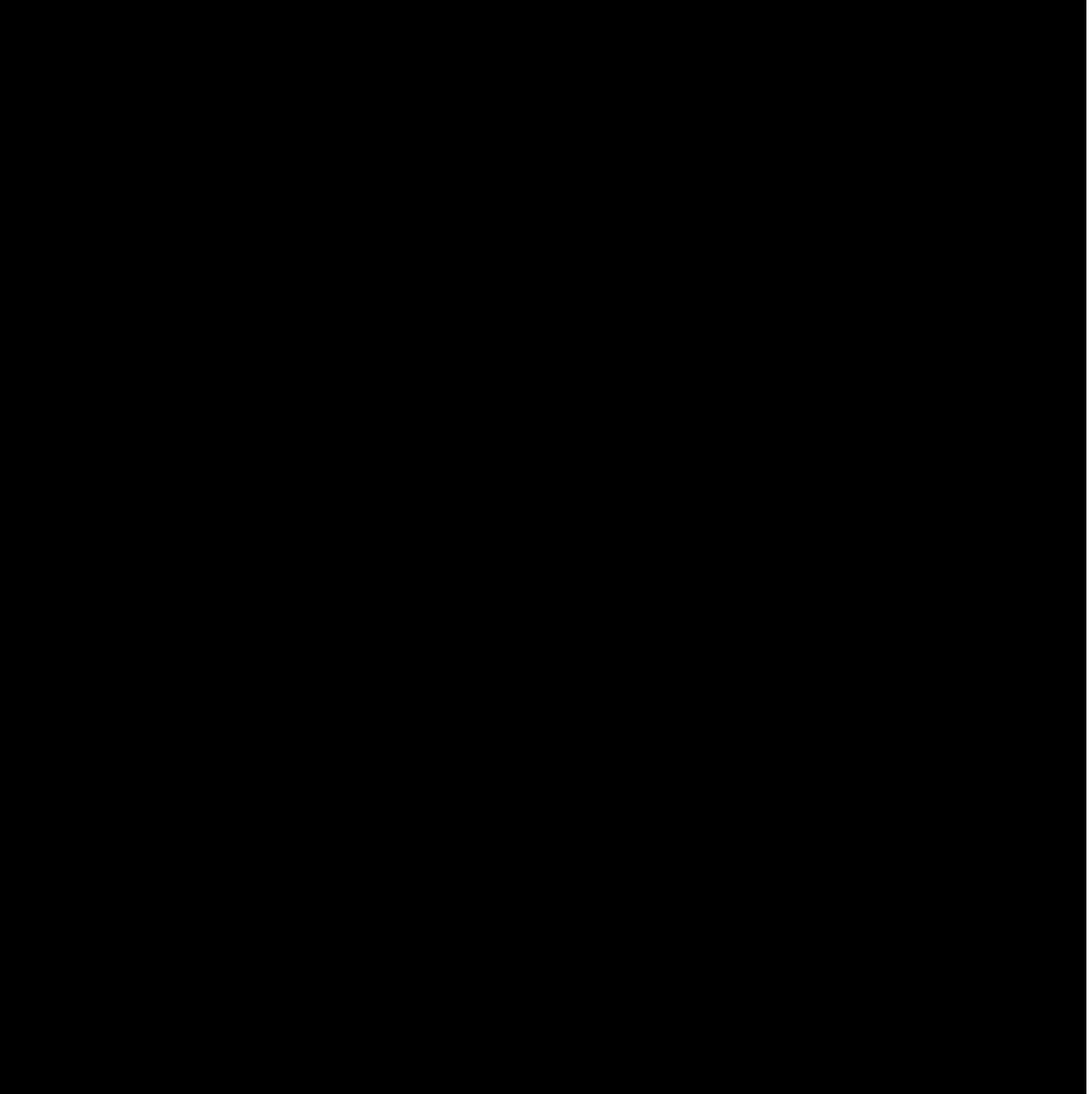
USDA-20-0743-C-000046



# (b)(5) Deliberative Process



# (b)(5) Deliberative Process



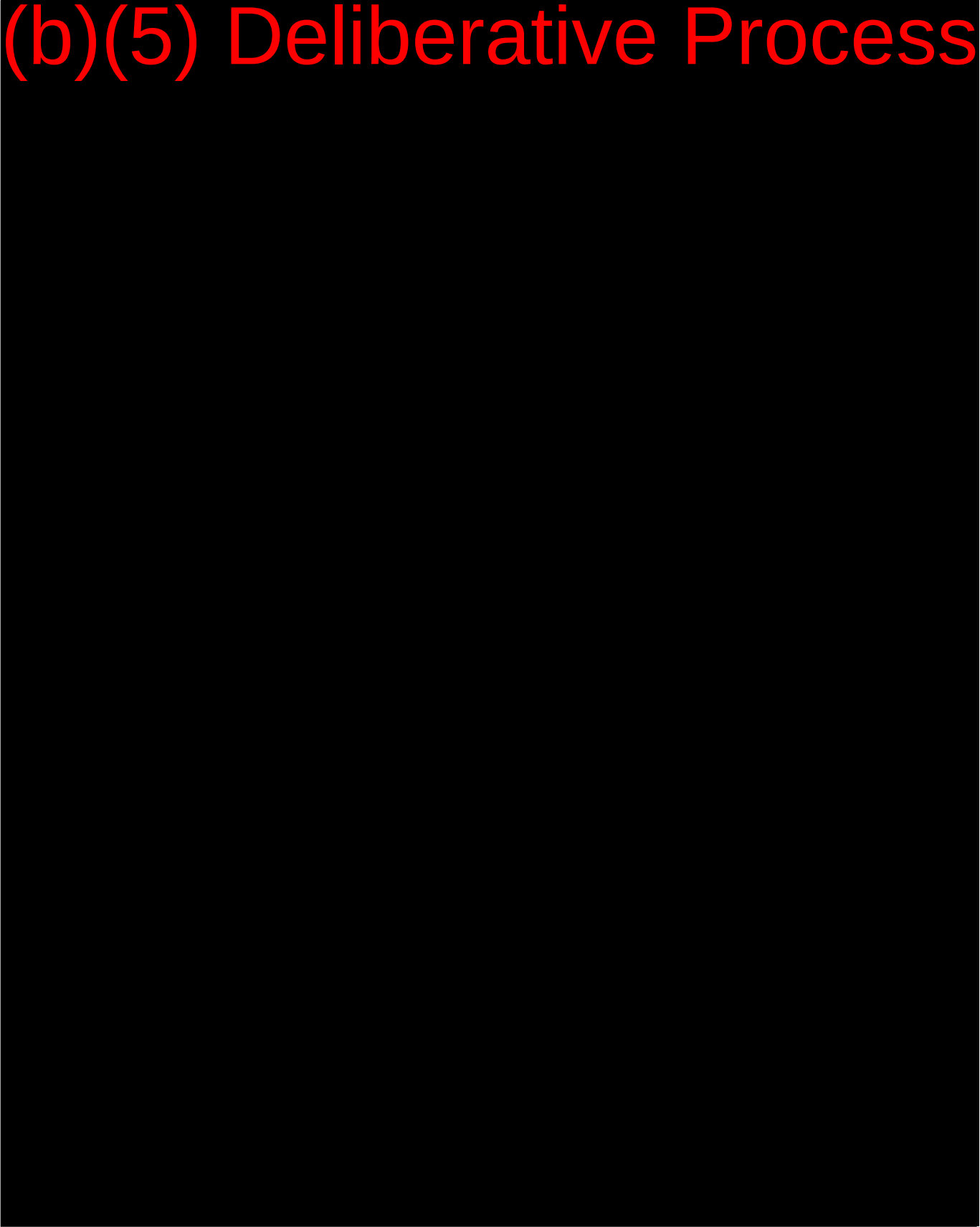
United States  
Department of Agriculture  
Foreign Agricultural Service

November 19, 2019

AMERICAN  
OVERSIGHT

USDA-20-0743-C-000048

# (b)(5) Deliberative Process



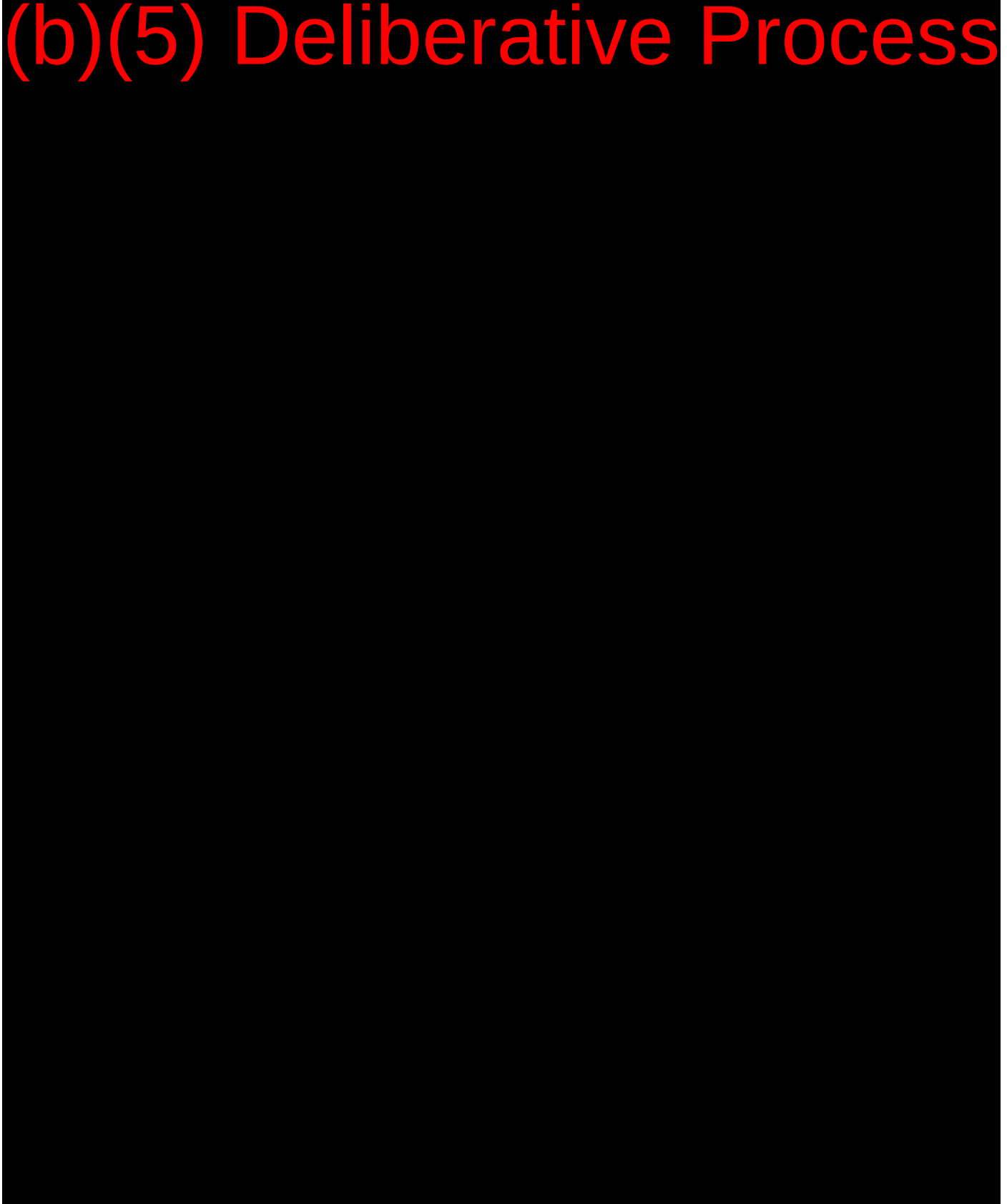
United States  
Department of Agriculture  
Foreign Agricultural Service

November 19, 2019

AMERICAN  
OVERSIGHT

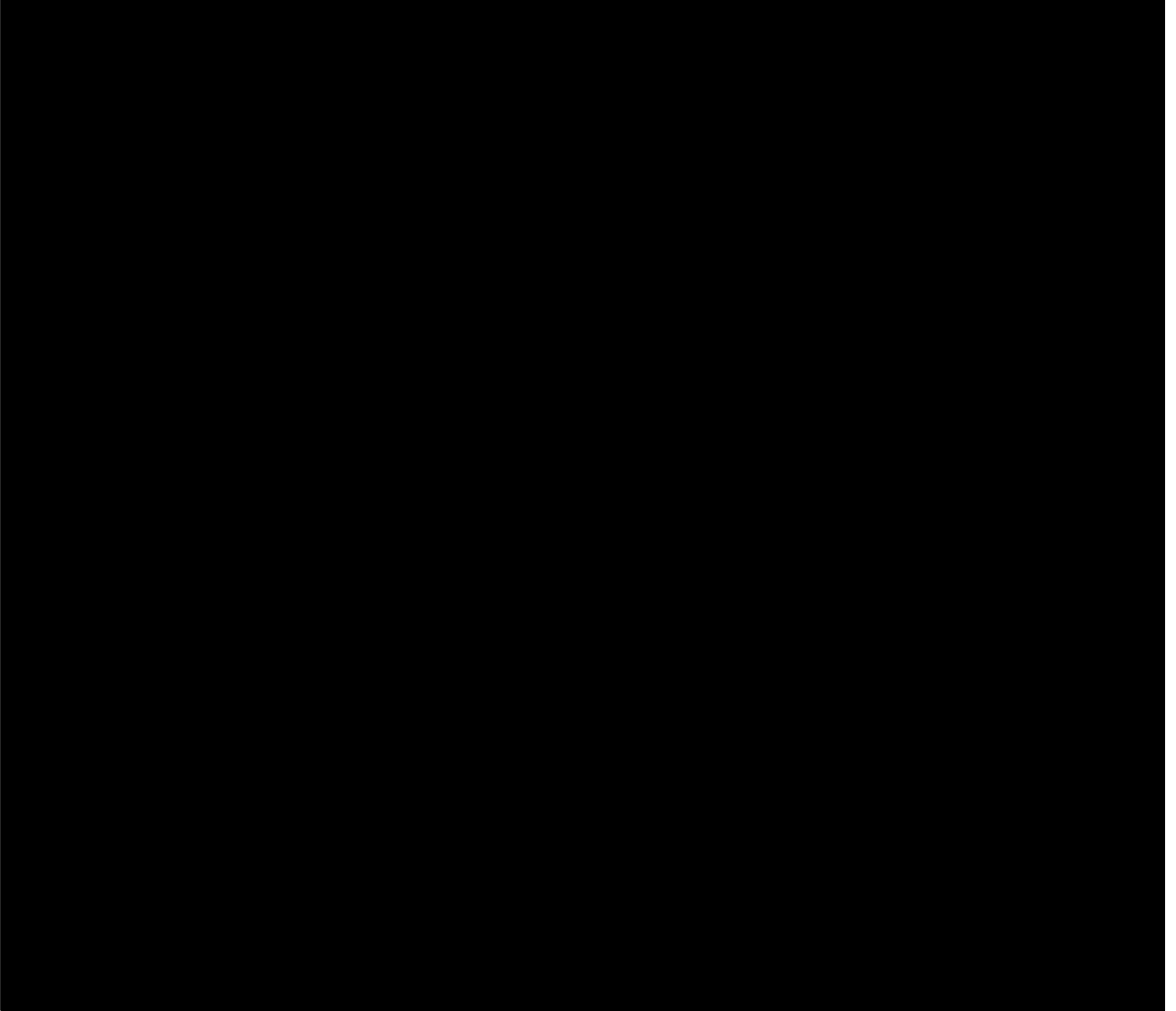
USDA-20-0743-C-000049

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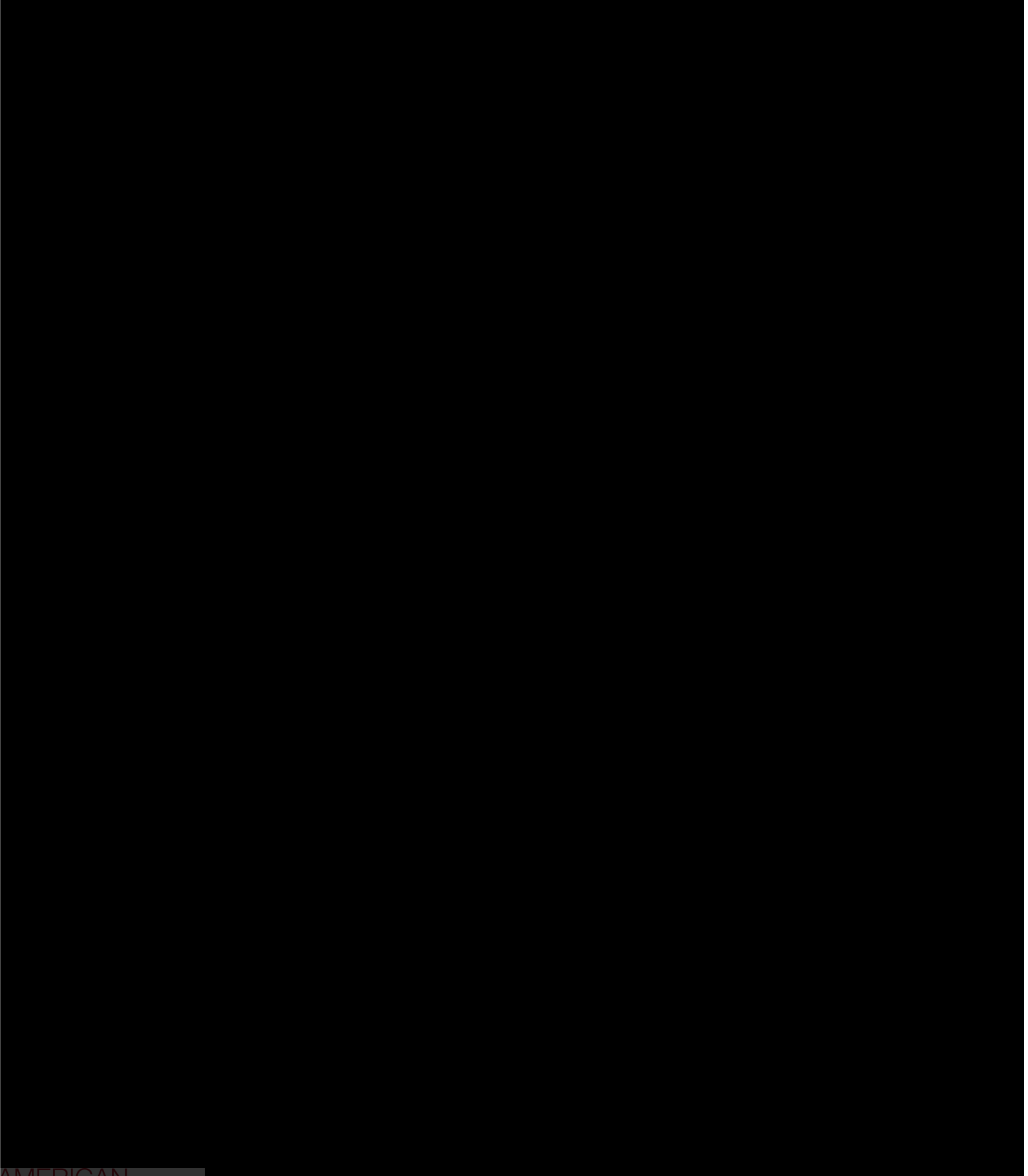




# (b)(5) Deliberative Process



# Non-Responsive Record





## 2019 Annual Workshop

November 18 - 21, 2019  
Hyatt Regency Baltimore Inner Harbor  
Baltimore, MD

### AGENDA

#### Monday - November 18, 2019

|                     |                                                        |                            |
|---------------------|--------------------------------------------------------|----------------------------|
| 12:00 pm – 12:45 pm | Training Registration                                  | Constellation Foyer        |
| 12:45 pm – 2:45 pm  | FAS 101 for Cooperators: For New and Established Staff | Constellation F            |
| 3:00 pm – 5:30 pm   | Compliance Training: Understanding the Review Process  | Constellation F            |
| 3:00 pm – 5:00 pm   | USAEDC Executive Committee Meeting                     | Pratt / Calvert, 3rd Floor |
| 6:00 pm – 10:00 pm  | Hospitality Suite Social – Drop in for Drinks & Snacks | Suite 1403                 |

#### Tuesday - November 19, 2019

|                     |                                                                                                                                                                                                                                                               |                     |
|---------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|
| 7:30 am – 8:45 am   | Conference Registration/ Continental Breakfast                                                                                                                                                                                                                | Constellation Foyer |
| 9:00 am – 9:05 am   | <b>Welcome Remarks</b> <ul style="list-style-type: none"> <li>Greg Hanes, Chair of the Board, USAEDC</li> </ul>                                                                                                                                               | Constellation AB    |
| 9:05 am – 9:35 am   | <b>Leaning into Agricultural Trade Winds</b> <ul style="list-style-type: none"> <li>Ted McKinney, Under Secretary for Trade and Foreign Agricultural Affairs, USDA</li> </ul>                                                                                 |                     |
| 9:35 am – 10:20 am  | <b>The U.S. Food &amp; Ag Sectors to 2025: An incomplete puzzle?</b> <ul style="list-style-type: none"> <li>Pablo Sherwell, Head of Rabo Research, Food &amp; Agriculture North America, Rabobank</li> </ul>                                                  |                     |
| 10:20 am – 11:00 am | <b>Trade Mitigation: Shielding U.S. Producers</b> <ul style="list-style-type: none"> <li>Sharon Sydow, Senior Economist, Office of the Chief Economist USDA</li> </ul>                                                                                        |                     |
| 11:00 am – 11:30 am | Coffee Break                                                                                                                                                                                                                                                  |                     |
| 11:30 am – 12:00 pm | <b>How Consumers are Being Influenced by Stories</b> <ul style="list-style-type: none"> <li>Jeffrey Imberman, Tastemade – A Global Media Company for Modern Consumers</li> </ul>                                                                              |                     |
| 12:00 pm – 12:30 pm | <b>Making Sense of the Social Media Environment: Consumer Behavior &amp; Improving Online Messaging – The Case in Japan</b> <ul style="list-style-type: none"> <li>Morgan Perkins, Director, Agricultural Trade Office, U.S. Embassy, Tokyo, Japan</li> </ul> |                     |

|                    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                      |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| 12:30 pm – 2:00 pm | USAEDC General Buffet Luncheon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                      |
| 12:30 pm – 2:00 pm | <b>Strategic Communications Committee Luncheon</b> <ul style="list-style-type: none"> <li>Committee Members Only</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                      |
| 2:00 pm – 2:45 pm  | <b>The Transformation of the Foreign Agricultural Service</b> <ul style="list-style-type: none"> <li>Ken Isley, Administrator, FAS</li> <li>Clay Hamilton, Associate Administrator, and Customer Engagement Reps, FAS</li> <li>Mark Dries, Deputy Administrator, Trade Policy &amp; Geographic Affairs, FAS</li> <li>Patrick Packnett, Deputy Administrator, Global Market Analysis, FAS</li> <li>Katherine Nishiura, Deputy Administrator, Foreign Affairs, FAS</li> <li>Mark Slupek, Deputy Administrator, Global Programs, FAS</li> </ul>                                           |                                                                                      |
| 2:45 pm – 3:30 pm  | <b>Introducing Global Programs</b> <ul style="list-style-type: none"> <li>Mark Slupek, Deputy Administrator, Global Programs, FAS</li> <li>Curt Alt, Global Programs Operations, FAS</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                      |
| 3:30 pm – 4:00 pm  | Coffee Break available throughout the afternoon                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Constellation Foyer                                                                  |
| 4:00 pm – 5:00 pm  | <u>Concurrent Breakouts Sessions</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                      |
| Session I          | <b>Exceptional Program Management</b> <ul style="list-style-type: none"> <li>Andy Anderson, Executive Director, Western United States Agricultural Trade Association</li> <li>Lynsey Wallace, International Marketing Manager, Pear Bureau Northwest</li> <li>Deloris Winter, Finance Director, Cotton Council International</li> <li><i>Moderator:</i> Chris Jacquette, Branch Chief, Field Crops and Forest Products</li> </ul>                                                                                                                                                      |                                                                                      |
| Session II         | <b>ATP Strategies and Innovation</b> <ul style="list-style-type: none"> <li>Sarah Spinosa, Fresh Marketing Manager, Florida Department of Citrus</li> <li>Steve Sothmann, President, U.S. Hide, Skin &amp; Leather Association (USHSLA)</li> <li>Kevin Latner, Vice President of Europe and Sustainability, USHSLA</li> <li>Kim Atkins, Vice President and COO, U.S. Grains Council</li> <li>Brendan Wilson, International Marketing Sr. Coordinator, Food Export of the Midwest</li> <li><i>Moderator:</i> Mary Ponomarenko, Senior Advisor, Office of Trade Programs, FAS</li> </ul> |                                                                                      |
| Session III        | <b>Brexit: Assessing the Landscape, Building the US Brand</b> <ul style="list-style-type: none"> <li>Cynthia Iglesias Guven, Agricultural Counselor, UK &amp; the Republic of Ireland, FAS, USDA</li> <li>Julie Adams, Vice President, Almond Board of California</li> <li>Esther Ritson- Elliott, Director, International Marketing, California Prune Board</li> <li><i>Moderator:</i> Allison Beach, Policy Advisor, FAS, USDA</li> </ul>                                                                                                                                            |                                                                                      |
| 5:30 pm – 7:00 pm  | USAEDC Reception                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |





## 2019 Annual Workshop

November 18 - 21, 2019  
Hyatt Regency Baltimore Inner Harbor  
Baltimore, MD

### AGENDA

#### Wednesday - November 20, 2019

|                      |                                                                                                                                                                                      |                                            |
|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|
| 7:30 am – 8:45 am    | Conference Registration / Continental Breakfast                                                                                                                                      | Constellation Foyer<br>Atrium / Harborview |
| 7:45 am – 8:45 am    | MAP/FMD Coalition Breakfast / Meeting (Members Only)                                                                                                                                 |                                            |
| 9:00 am – 9:05 am    | Welcome Remarks <ul style="list-style-type: none"> <li>Greg Hanes, Chair of the Board, USAEDC</li> </ul>                                                                             |                                            |
| 9:05 am – 9:50 am    | Understanding the Bilateral Relationship with China <ul style="list-style-type: none"> <li>Craig Allen, President, US-China Business Council</li> </ul>                              |                                            |
| 9:50 am – 10:30 am   | Climate Impacts on Food Supply and International Markets <ul style="list-style-type: none"> <li>James J Garriss, Director of Research and Development, Browning Media LLC</li> </ul> |                                            |
| 10:30 am – 11:00 am  | Coffee Break                                                                                                                                                                         |                                            |
| 11:00 am – 11:40 am  | Mega Trends Analysis and Effects on Innovation <ul style="list-style-type: none"> <li>Alison Angus, Head of Lifestyles, Euromonitor</li> </ul>                                       |                                            |
| 11:40 am -- 12:15 pm | International Trade Negotiations: The Outlook <ul style="list-style-type: none"> <li>Sharon Bomer Lauritsen, Assistant U.S. Trade Representative, USTR</li> </ul>                    |                                            |
| 12:15 pm – 1:00 pm   | Congressional Trade Agenda <ul style="list-style-type: none"> <li>TBD</li> </ul>                                                                                                     |                                            |
| 1:00 pm – 2:30 pm    | USAEDC General Buffet Luncheon                                                                                                                                                       |                                            |
| 1:00 pm – 2:30 pm    | Board of Directors Luncheon <ul style="list-style-type: none"> <li>All USAEDC Board Members should be present</li> <li>One representative per Full or Associate Member</li> </ul>    |                                            |

2:30 pm – 3:30 pm

### Concurrent Breakout Sessions

#### Session I

#### A Continuing Challenge: MRLs and Trade in Key Export Markets

- Matt Lantz, Vice President, Global Access, Bryant Christie, Inc.
- Jason Sandahl, Trade & Scientific Program Division, FAS
- *Moderator:* Stephanie Grunenfelder, American Peanut Council

#### Session II

#### The Role of Capacity Building in Trade Promotion

- Chuck Bertsch, Senior Director, Trade Policy & Geographic Affairs, FAS
- Larry Trouba, Agriculture Economic Development, Global Programs, FAS
- Avis Watts-Massenburg, Fellowship Programs, Global Programs, FAS
- Betsy Baysinger, Trade and Regulatory Capacity Building, Global Programs, FAS
- Ingrid Ardjosoediro, International Food Assistance, Global Programs, FAS
- *Moderator:* Corey Pickelsimer, Director, Cooperator Programs, Global Programs, FAS

#### Session III

#### The Current and Future Needs of FAS Market Intelligence

- Ralph Bean, Customer Engagement Center, FAS, USDA
- John Toasperm, Chief Marketing Officer, Potatoes USA
- Jodi Erickson, Global Programs, FAS, USDA
- *Moderator:* by Patrick Packnett, Deputy Administrator, Global Market Analysis, FAS

### Coalition for Agricultural Leadership Development

3:30 - 5:00 pm

#### CFALD Port Tour

- Limited to CFALD Members

**Thursday - November 21, 2019**

9:00 am – 12:00 pm

#### Social Media Marketing & Measurement Workshop

Limited to those who Registered for this Session

### 2019 Sponsors



**From:** Gifford, Sally - OC, Washington, DC  
**Sent:** 19 Jun 2019 16:12:46 +0000  
**To:** Dougherty, Ellen - FAS, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC; Young, Krissy - FAS, Washington, DC; Ellison, Bob - FAS, Washington, DC  
**Subject:** WH TP  
**Attachments:** Talking Points for Iowa and Illinois.docx

Hi Ellen, Zhulieta, and team, Attachment withheld under (b)(5) Deliberative exemption (4pp.)

I understand U/S McKinney had requested the most recent WH talking points for his upcoming Rome/Brussels/Geneva travels.

Here are the most recent TP that Secretary Perdue is using for his upcoming travels to Iowa and Illinois.

Please let me know if there's anything else you need, thank you.



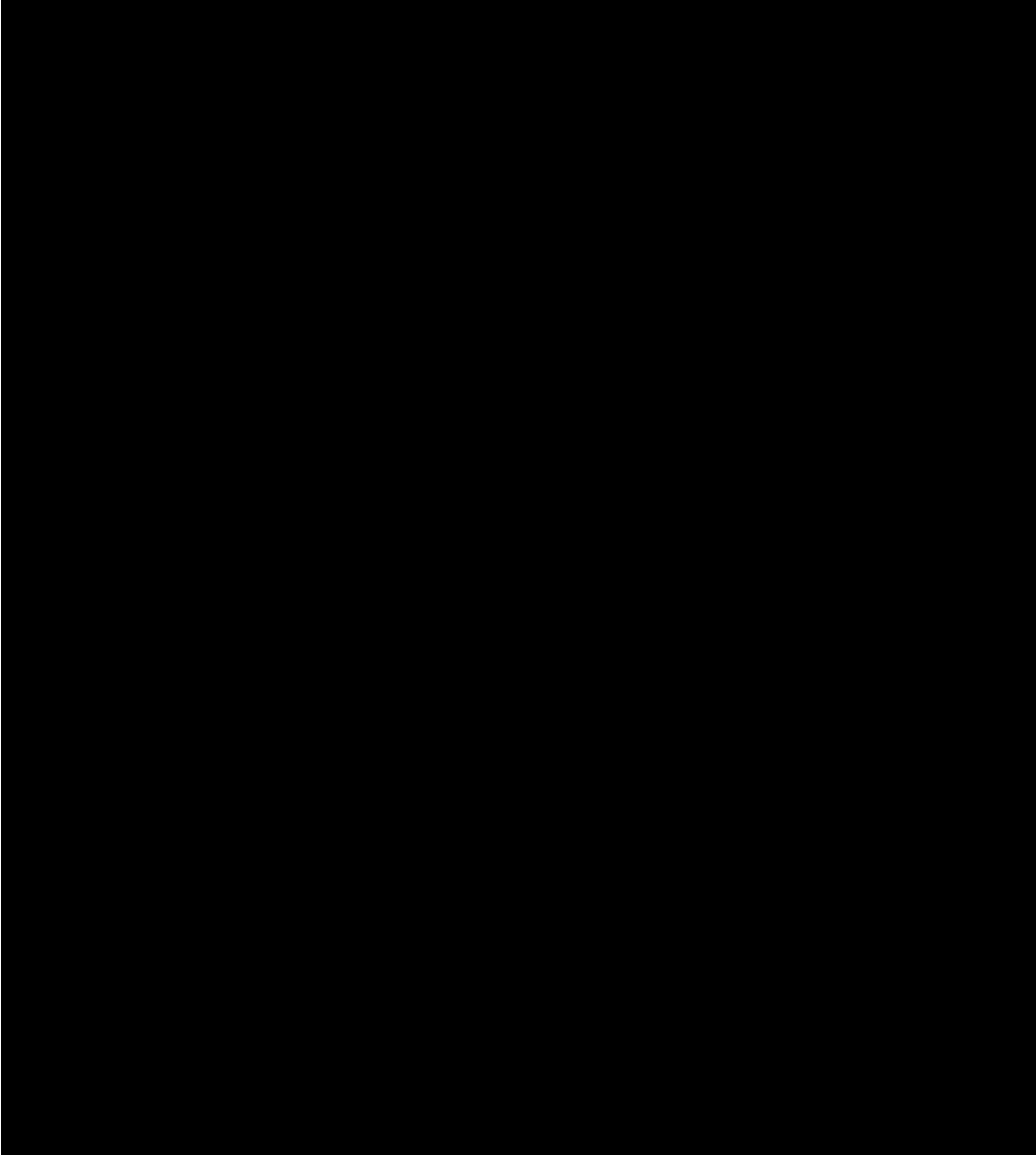
**Sally Gifford**  
Communications Coordinator  
United States Department of Agriculture  
Office: 202-690-0548 | [sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)

(b)(5) - Deliberative

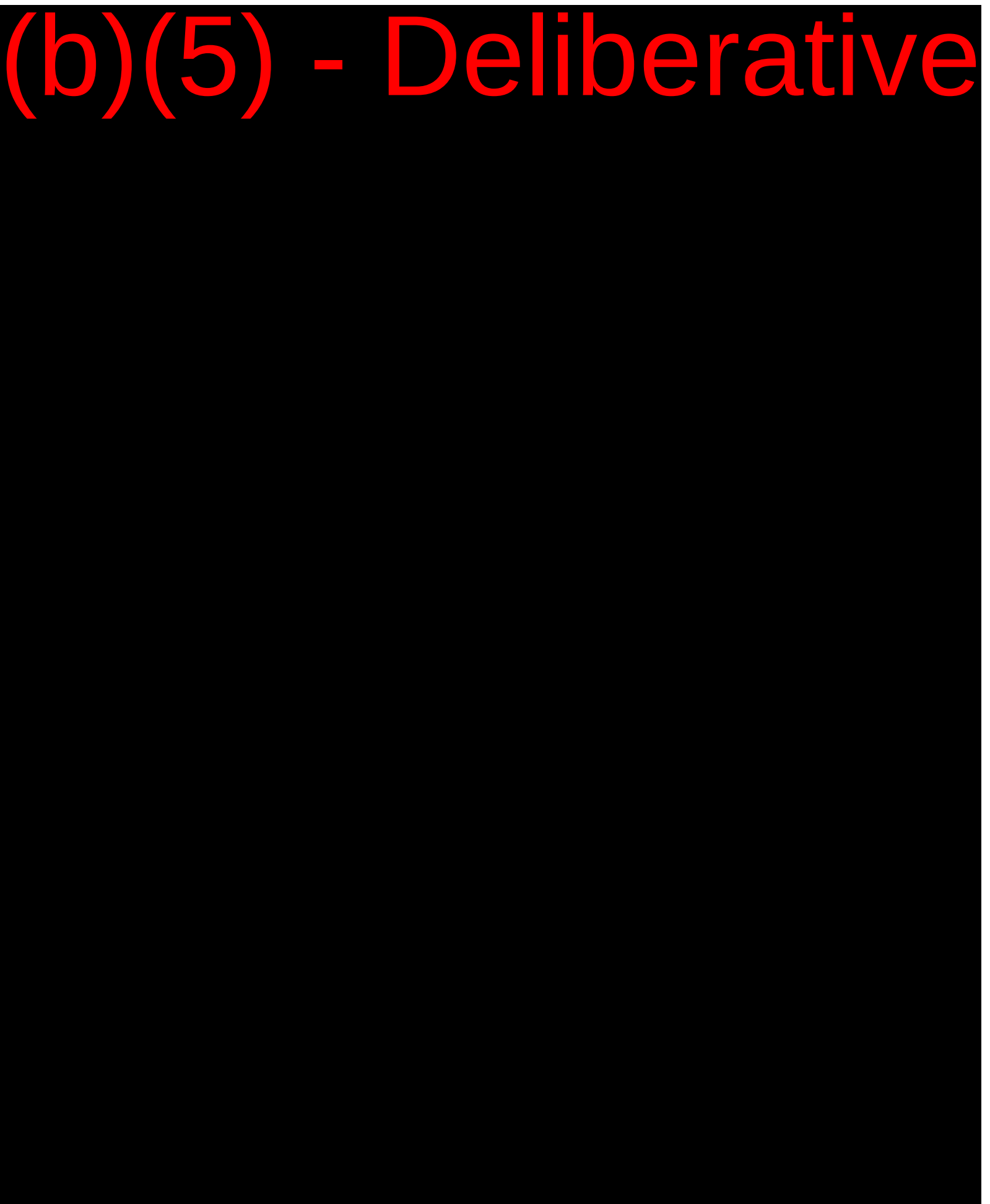


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# (b)(5) - Deliberative



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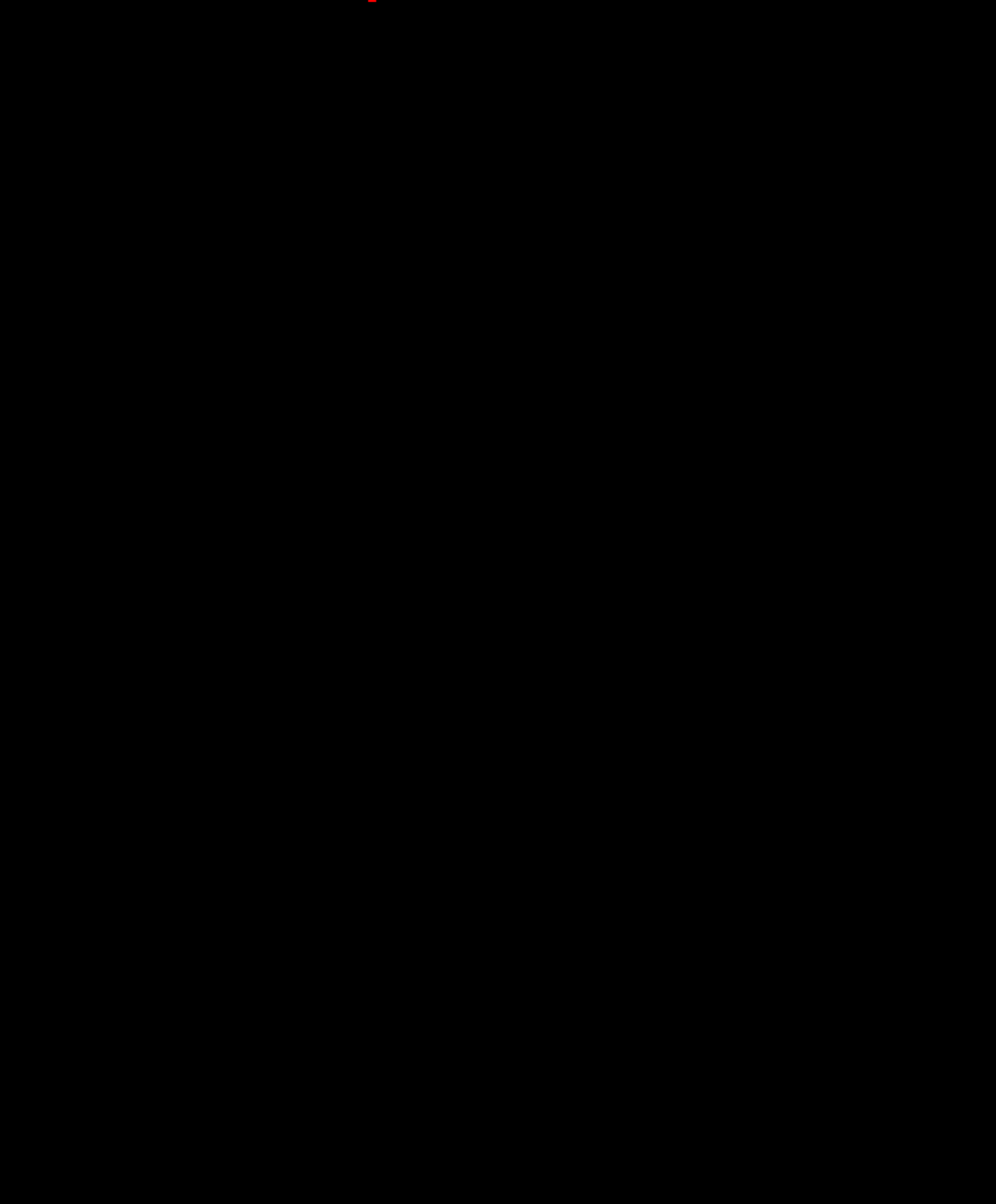
**From:** McGrath, Chase - FAS  
**Sent:** 9 Jul 2018 22:05:32 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC; Perry, Robert - OSEC, Washington, DC  
**Cc:** Brewster, Ryan - FAS  
**Subject:** Briefing Materials for Coalition to Promote US Ag  
**Attachments:** Bios\_CoalitionToPromoteUSAgExports.doc, 2018 Coalition to Promote US Ag Exports-Backgrounder-one pager.doc, 07-10-18 BackgroundMemo\_McKinney\_CoalitionMeeting.docx, 07-10-18\_GuidanceMemo\_McKinney\_CoalitionMeeting.docx, 07-10-18 EVENT BRIEF-McKinney Coalition to Promote AgX Meeting.docx

Attachment 1: Non-Responsive Record (6 pp.)  
Attachment 2: Non-Responsive Record (7 pp.)  
Attachment 3: Withheld under (b)(5) Deliberative Exemption (3 pp.)  
Attachment 4: Non-Responsive Record (2 pp.)

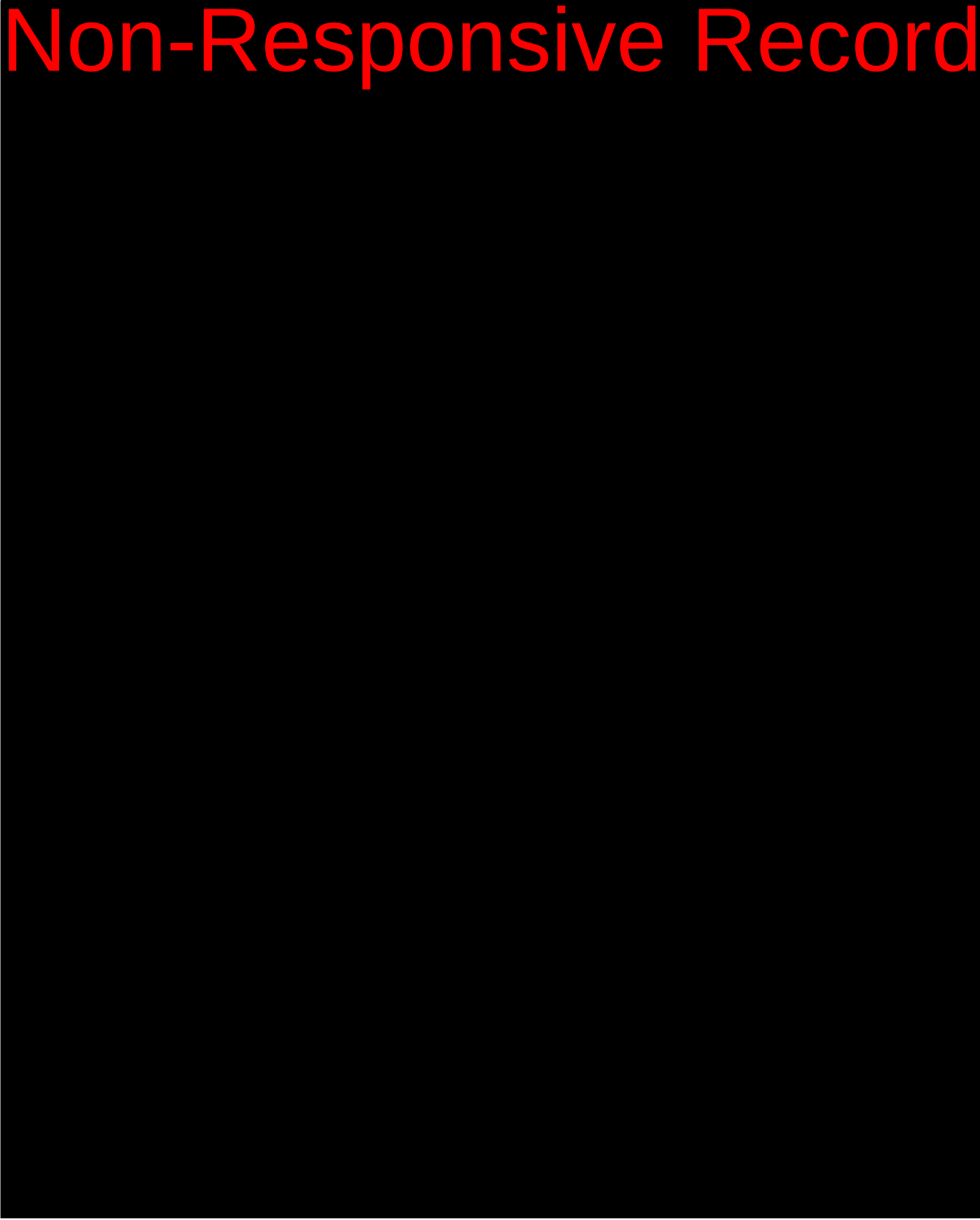
**Chase McGrath**  
*Deputy Chief of Staff*  
Foreign Agricultural Service  
U.S. Department of Agriculture  
(202) 720-7458  
[Chase.McGrath@FAS.USDA.GOV](mailto:Chase.McGrath@FAS.USDA.GOV)



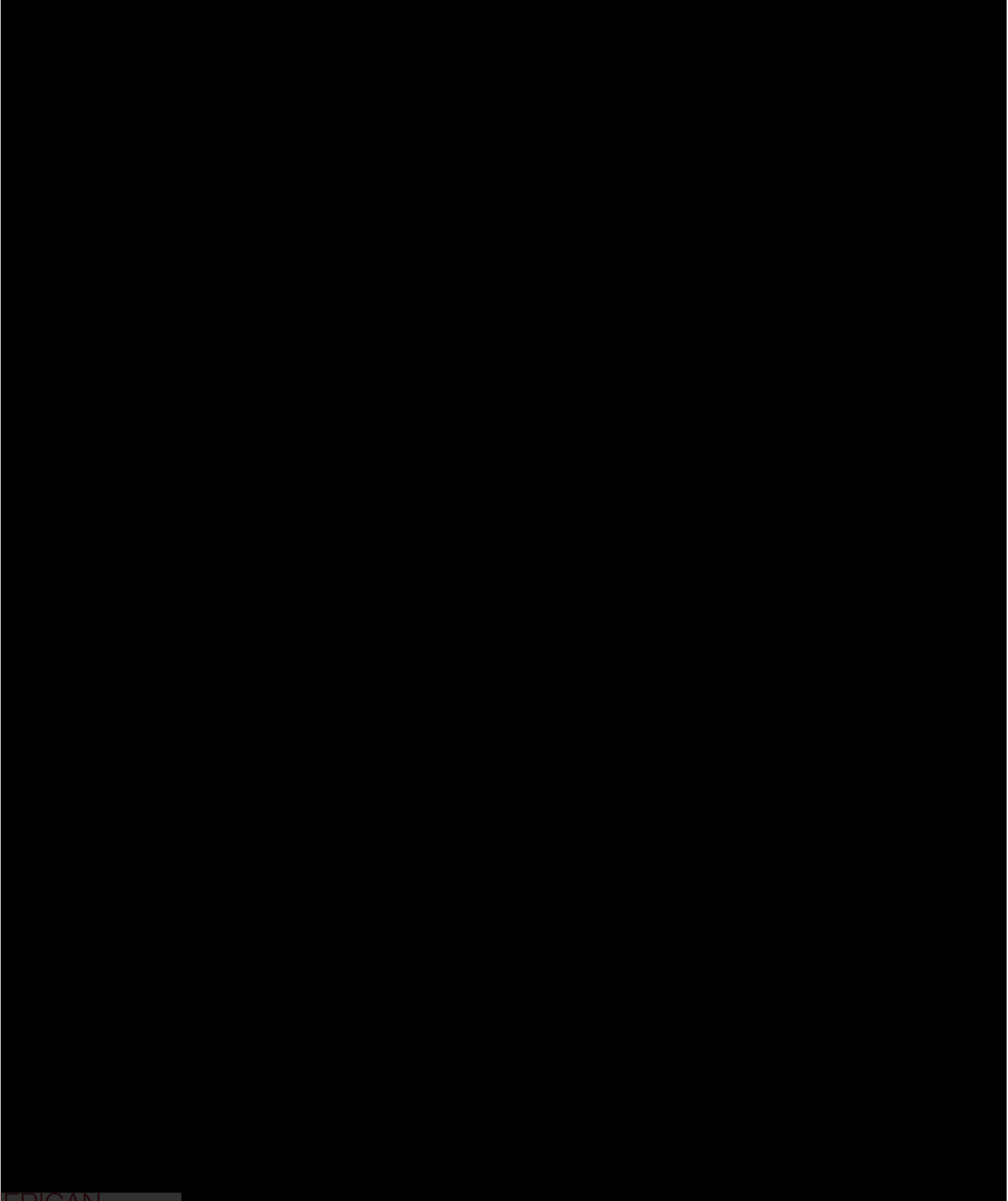
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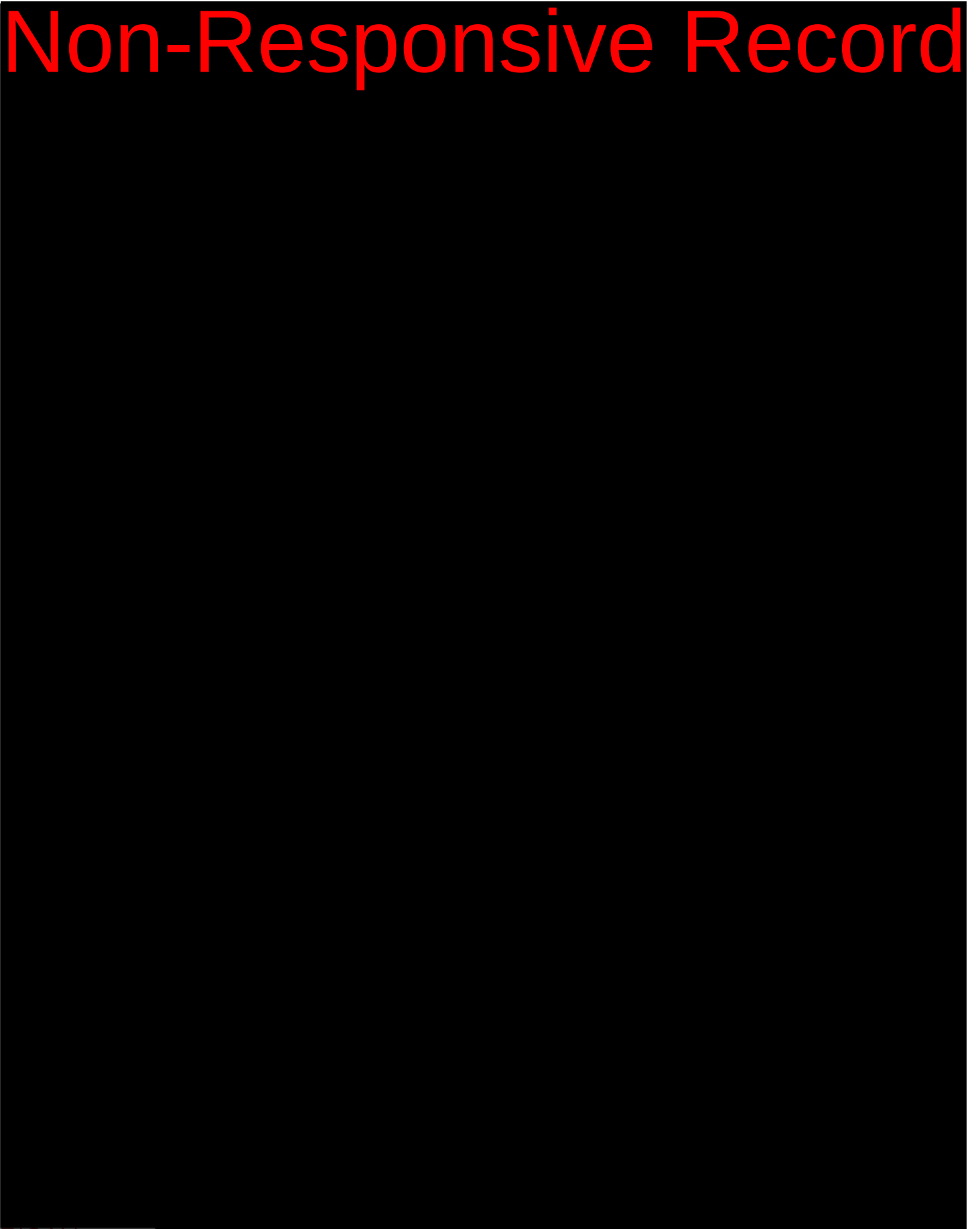
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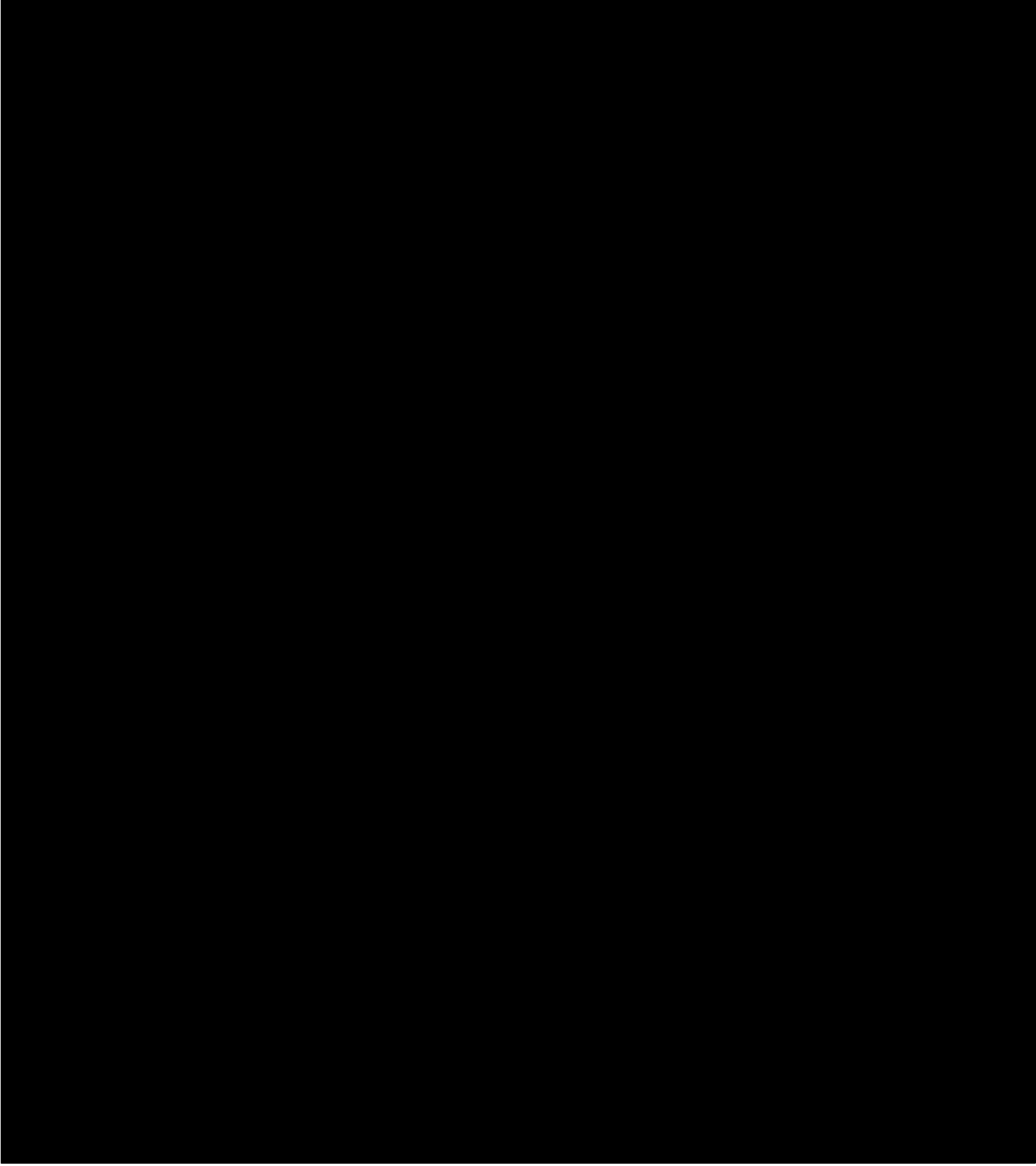
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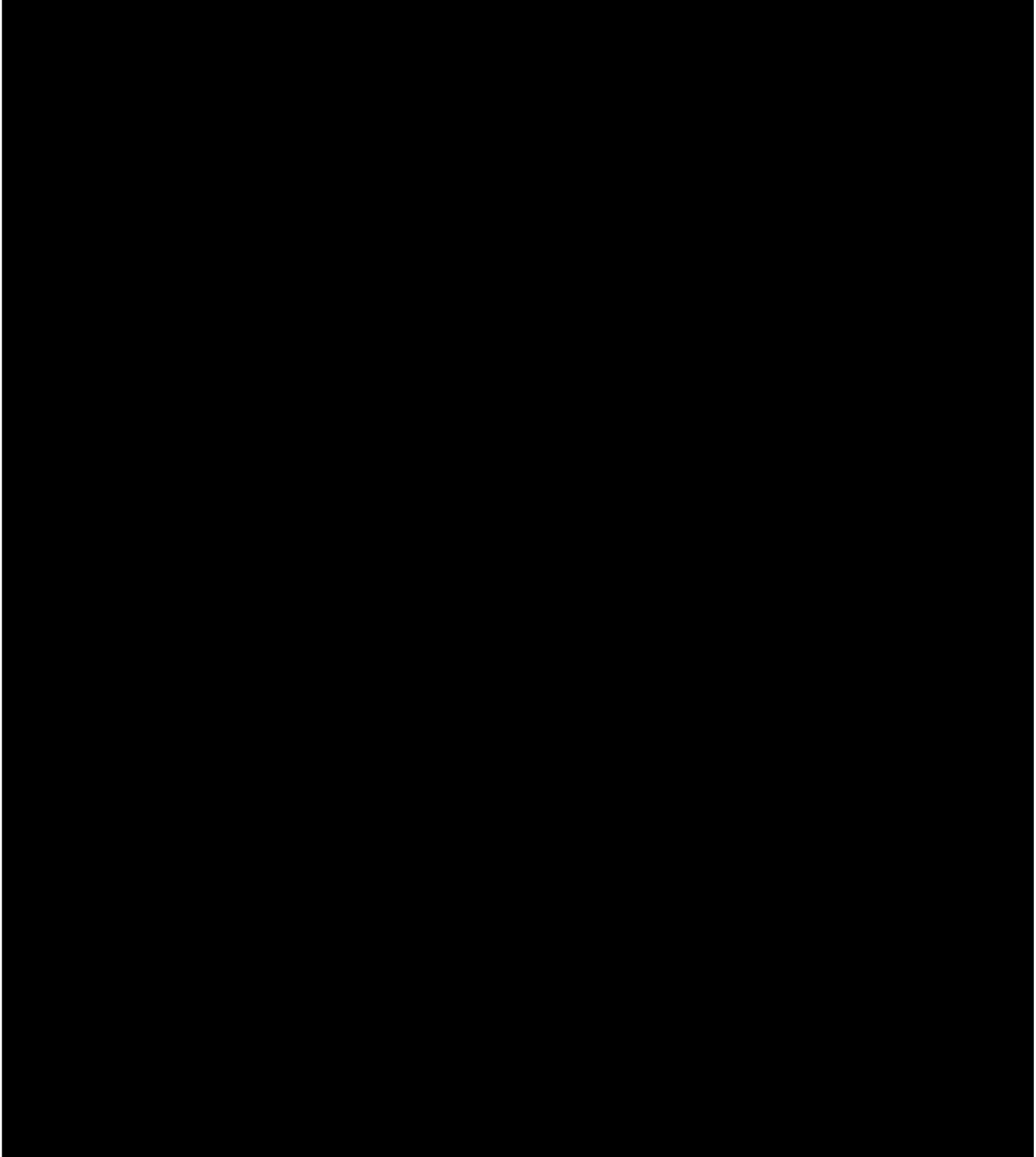
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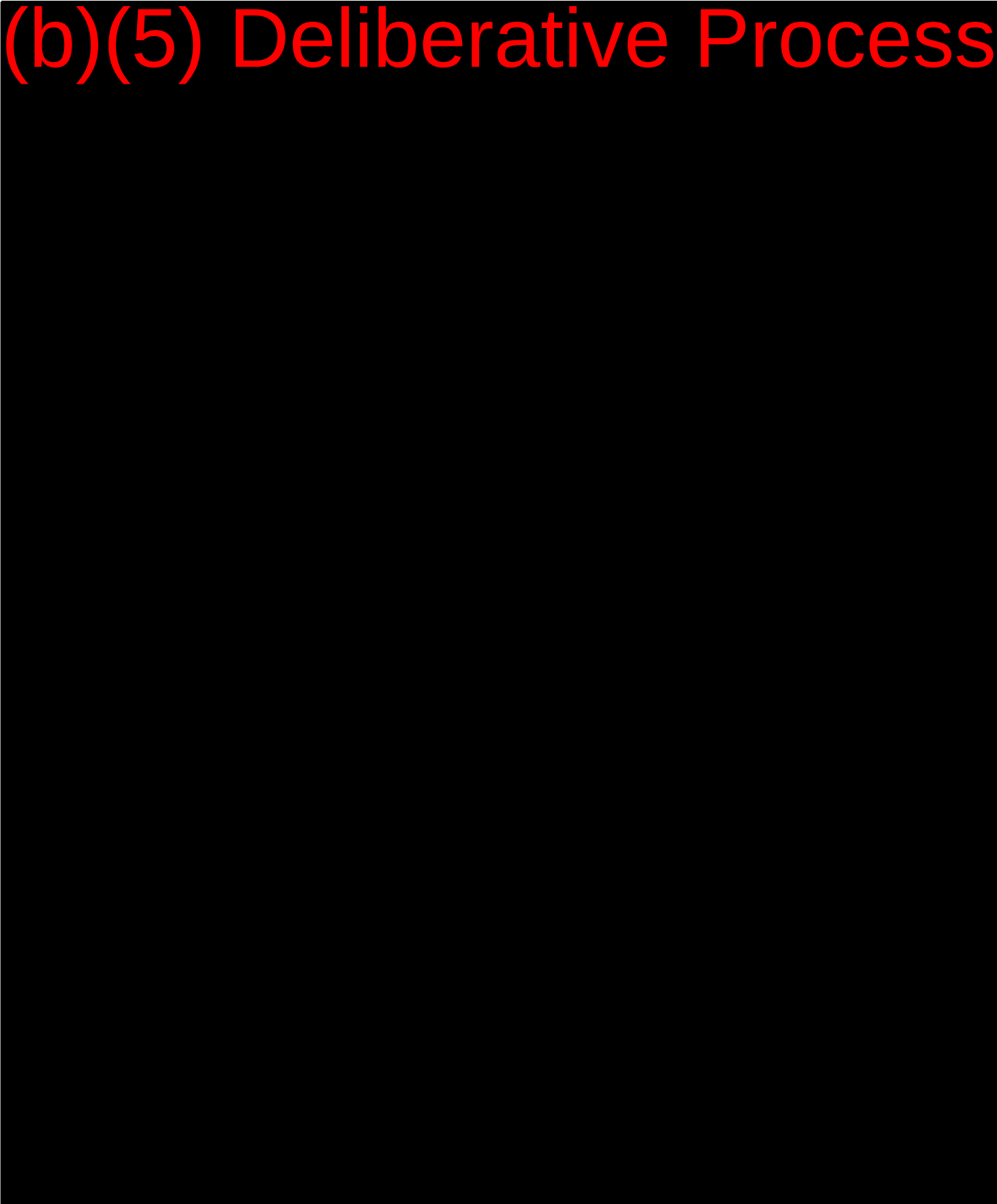
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# (b)(5) Deliberative Process



# (b)(5) Deliberative Process

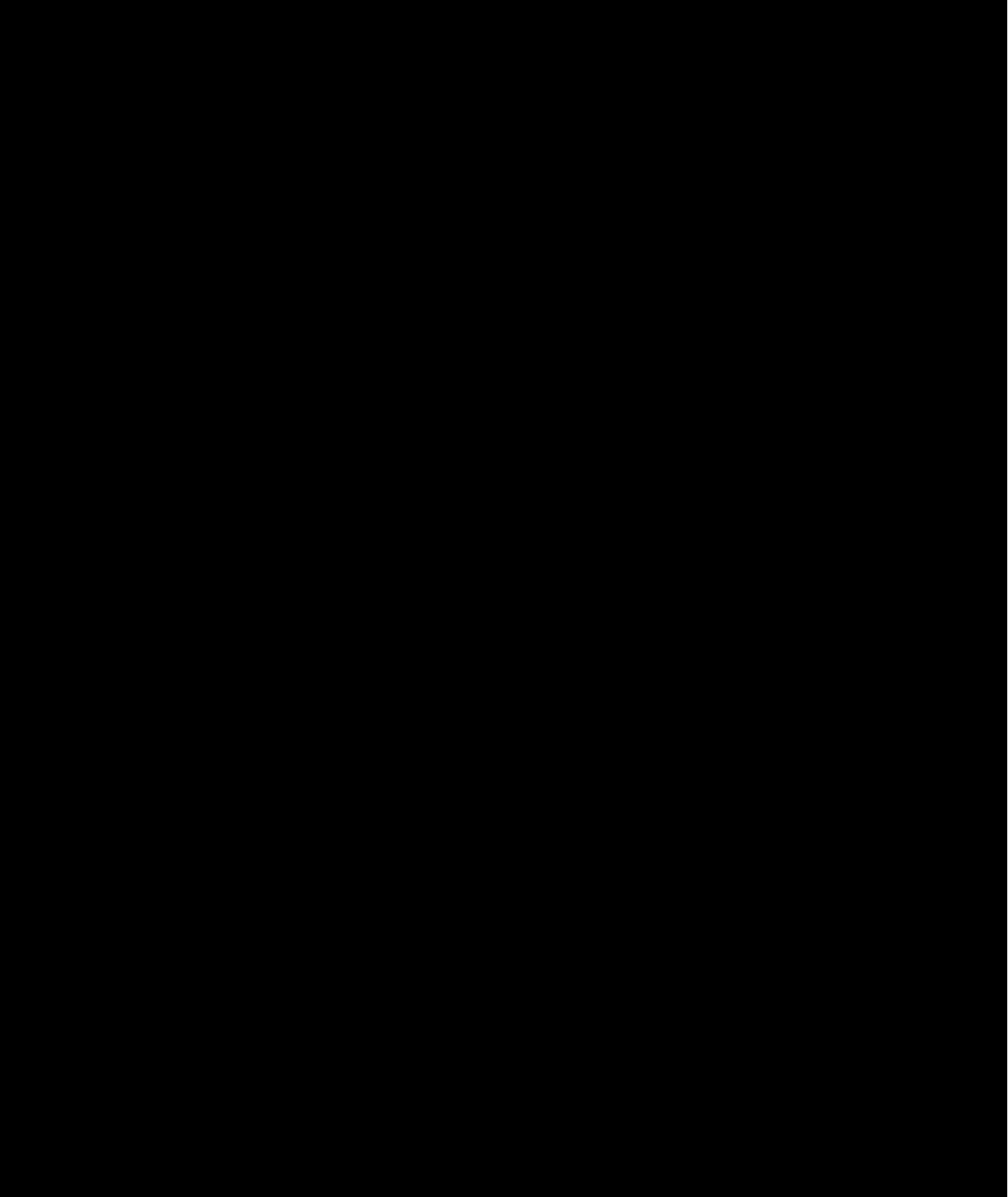


United States  
Department of Agriculture  
Foreign Agricultural Service

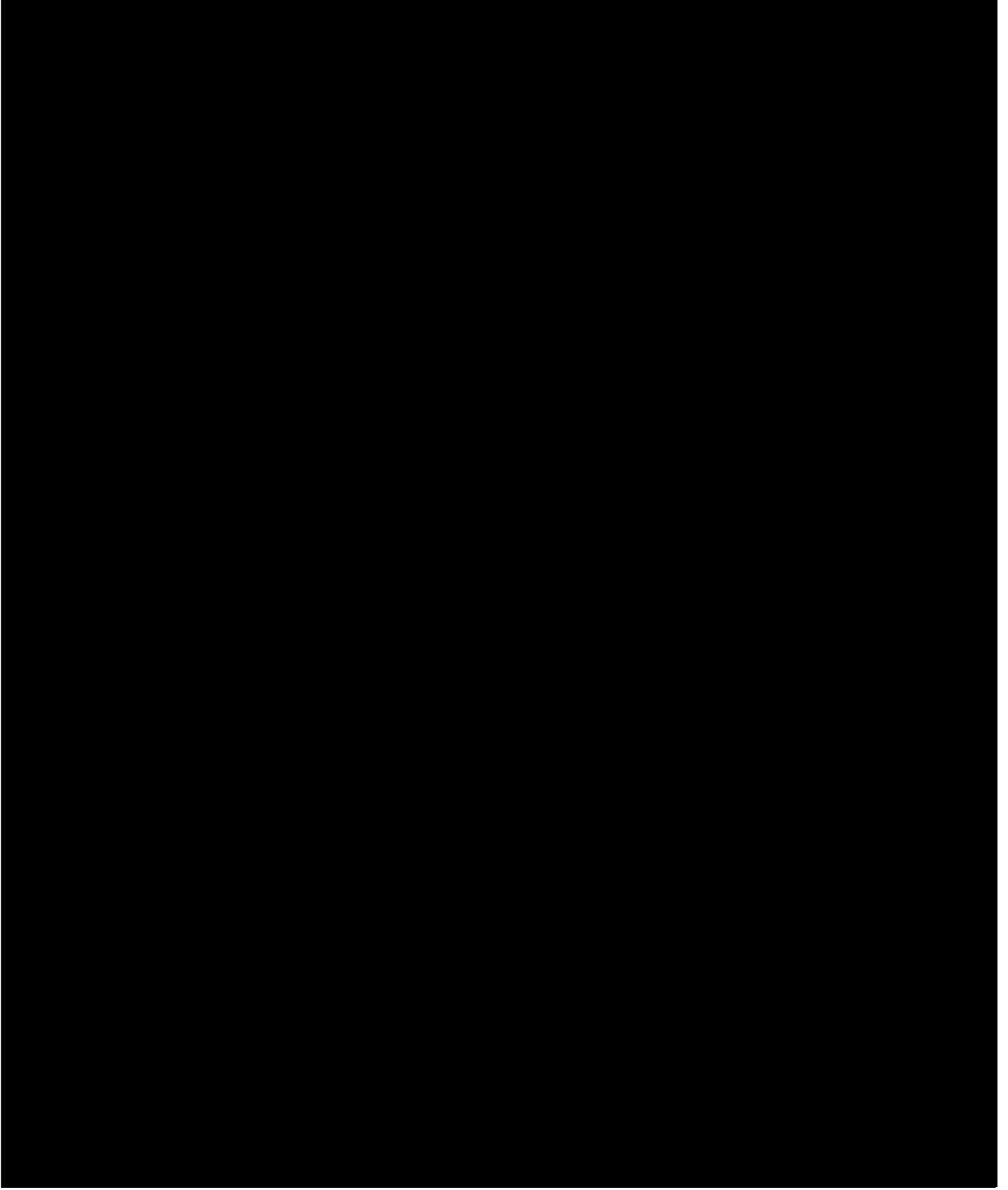
July 10, 2018

# (b)(5) Deliberative Process

# Non-Responsive Record



# Non-Responsive Record





**From:** CLS1, SLC1 - OSEC, Washington, DC Stephen Censky  
**Sent:** 23 May 2019 14:16:24 +0000  
**To:** Osterlind, Anna - OSEC, Washington, DC; Lee, Evan - OSEC, Washington, DC; Hafemeister, Jason - OSEC, Washington, DC; CloverAdams, Jamie - OSEC, Washington, DC; Northey, Bill - OSEC, Washington, DC; Johansson, Robert - OCE; Preston, Warren - OCE; Adcock, Rebeckah - OSEC, Washington, DC; LINDEN, RALPH - OGC, Washington D.C.; Lipps, Brandon - OSEC, Washington, DC; Lyons, Maggie - OSEC, Washington, DC; Ibach, Greg - OSEC, Washington, DC; Walker, Lorren - OSEC, Washington, DC; Rich, Michawn - OC, Washington, DC; Rodgers, Meghan - OC, Washington, DC; Varsamis, Alec - OC 20174, Washington, DC; Shuford, Campbell - OSEC, Washington, DC; Young, Joby - OSEC, Washington, DC; McKinney, Ted - OSEC, Washington, DC; Bachmann, Peter - OSEC Washington, DC; MacGregor, Robert - OSEC, Washington, DC; Brady, Lillie - OSEC, Washington, DC; Barbic, Ken - OSEC, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC; Tkacz, Kailee - OSEC, Washington, DC; Navarro, Erica - OBPA, Washington, DC; Hafemeister, Jason - OSEC, Washington, DC  
**Subject:** CLOSE HOLD ROLL OUT MATERIALS 2.0  
**Attachments:** Trade Support Press Release 5.23.19.pdf, MRF Stakeholder Calls Assignments 5.24.19 9AM.xlsx, PD OSEC Rollout Plan Farmer Support re Trade 5.24.19 10AM.docx  
**Importance:** High

Attachment 1: Duplicate (2 pp.)

Attachment 2: Withheld under (b)(5) Deliberative exemption (1 p.)

Attachment 3: Withheld under (b)(5) Deliberative exemption (9 pp.)

All,

As a follow-up to our meeting this morning, attached are the revised materials.

As you begin

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- 1.
- 2.
- 3.

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(b)(5) - Deliberative

Thank you,

Steve

Stephen L. Censky  
Deputy Secretary  
U.S. Department of Agriculture  
Office (b) (6)

All:

As you begin to make your 10am stakeholder calls, wanted to send you the promised materials to follow up our discussion:

- 1.
- 2.
- 3.

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Thank you,

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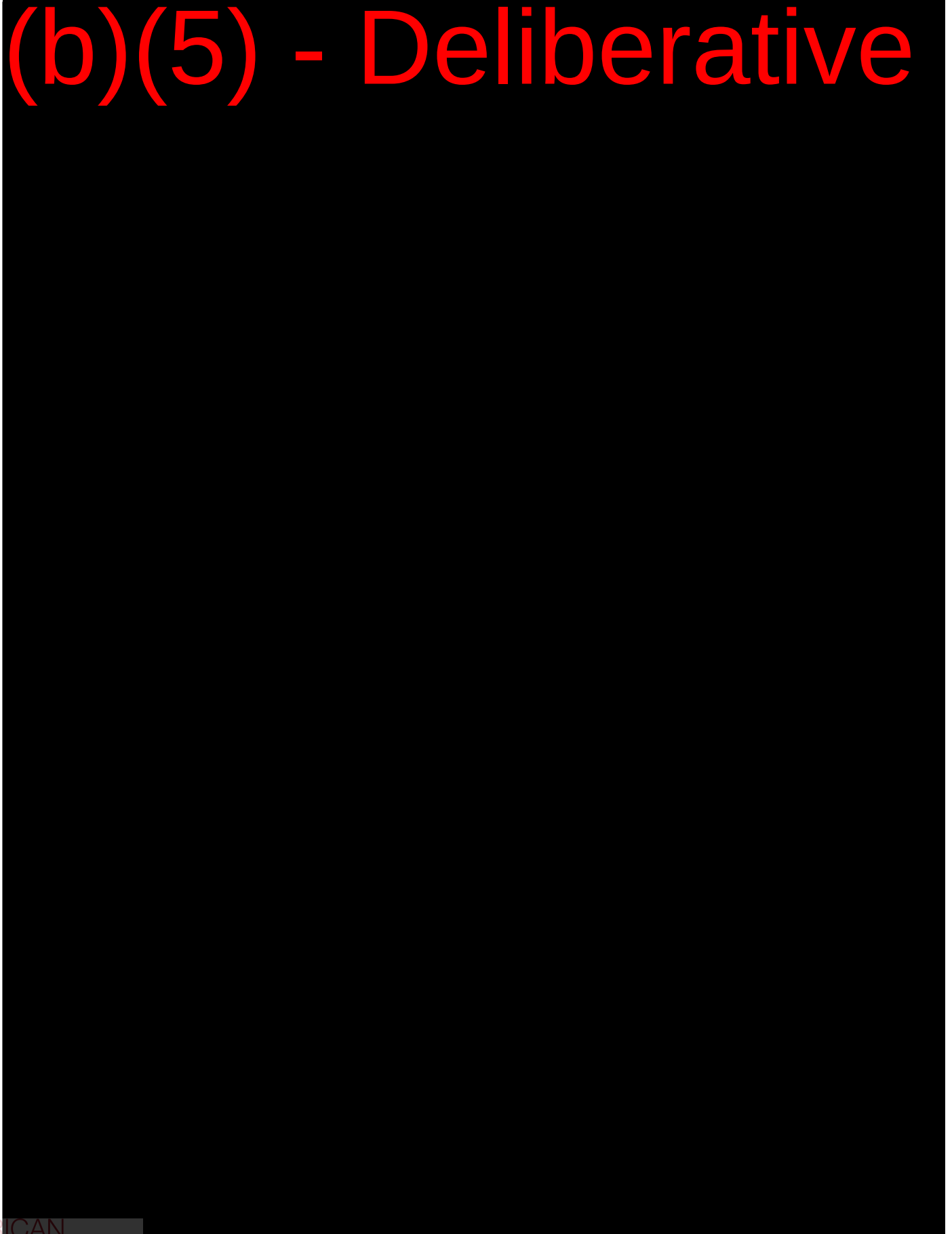


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Pre-Decisional/Deliberative

(b)(5) - Deliberative

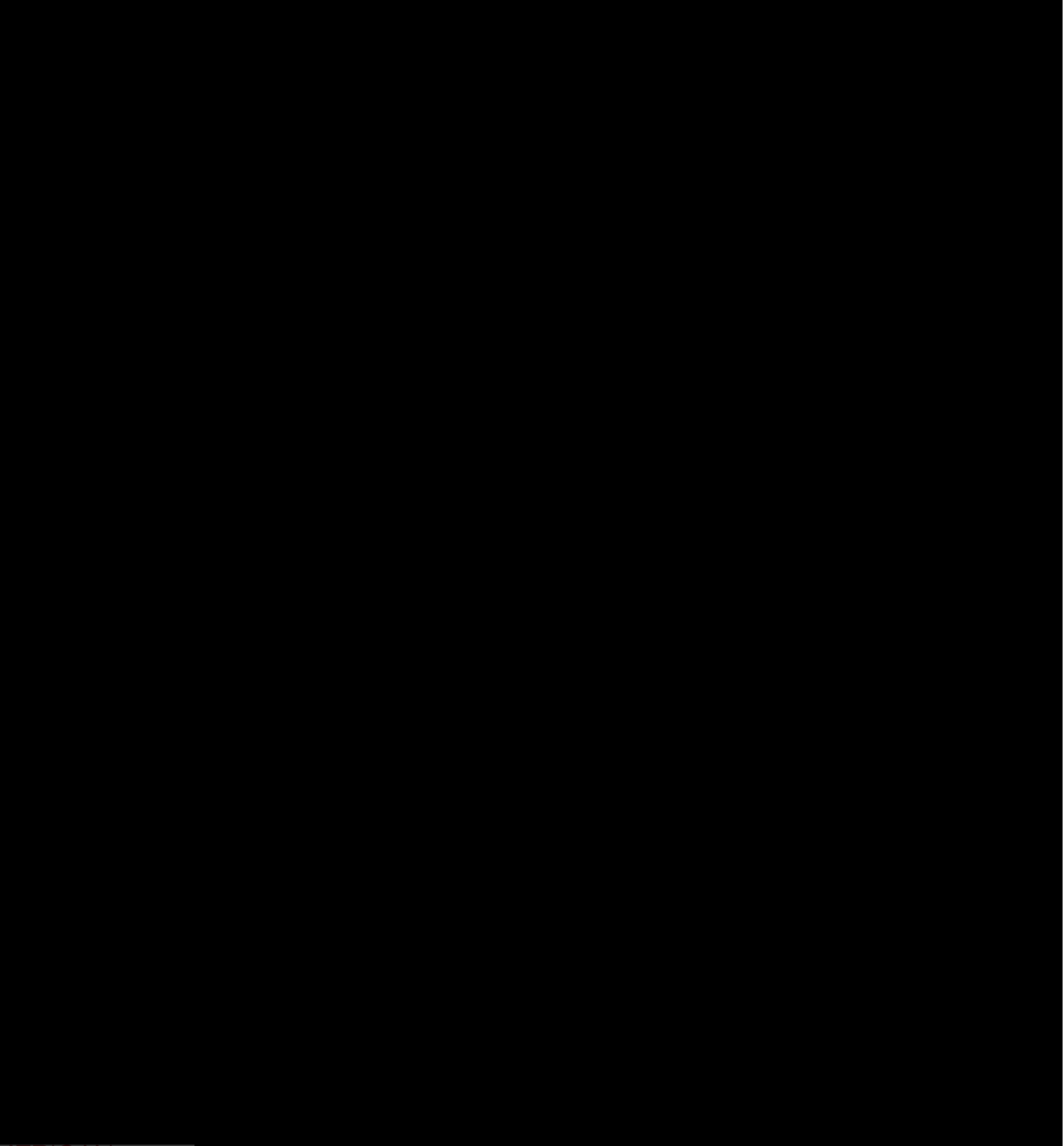
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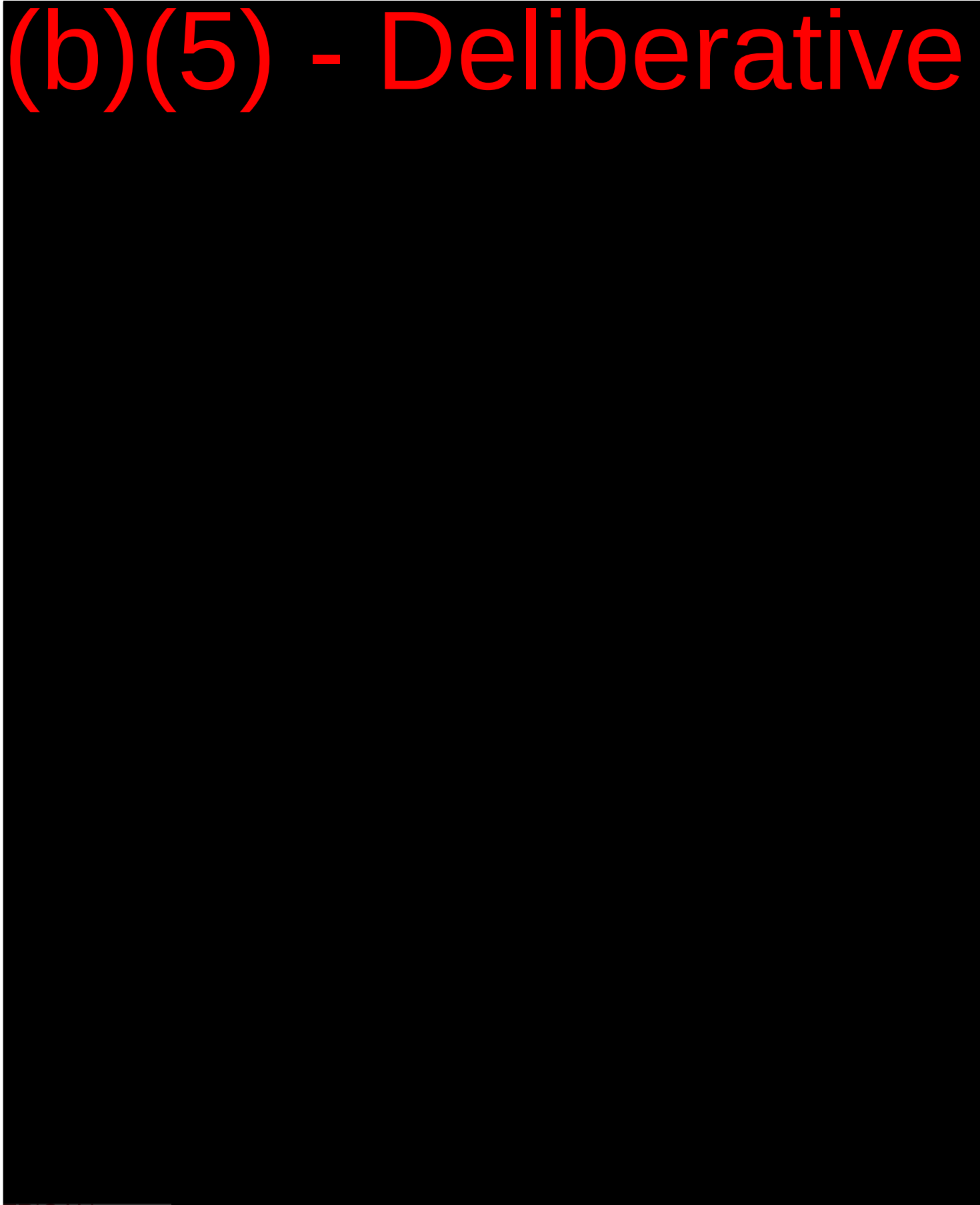
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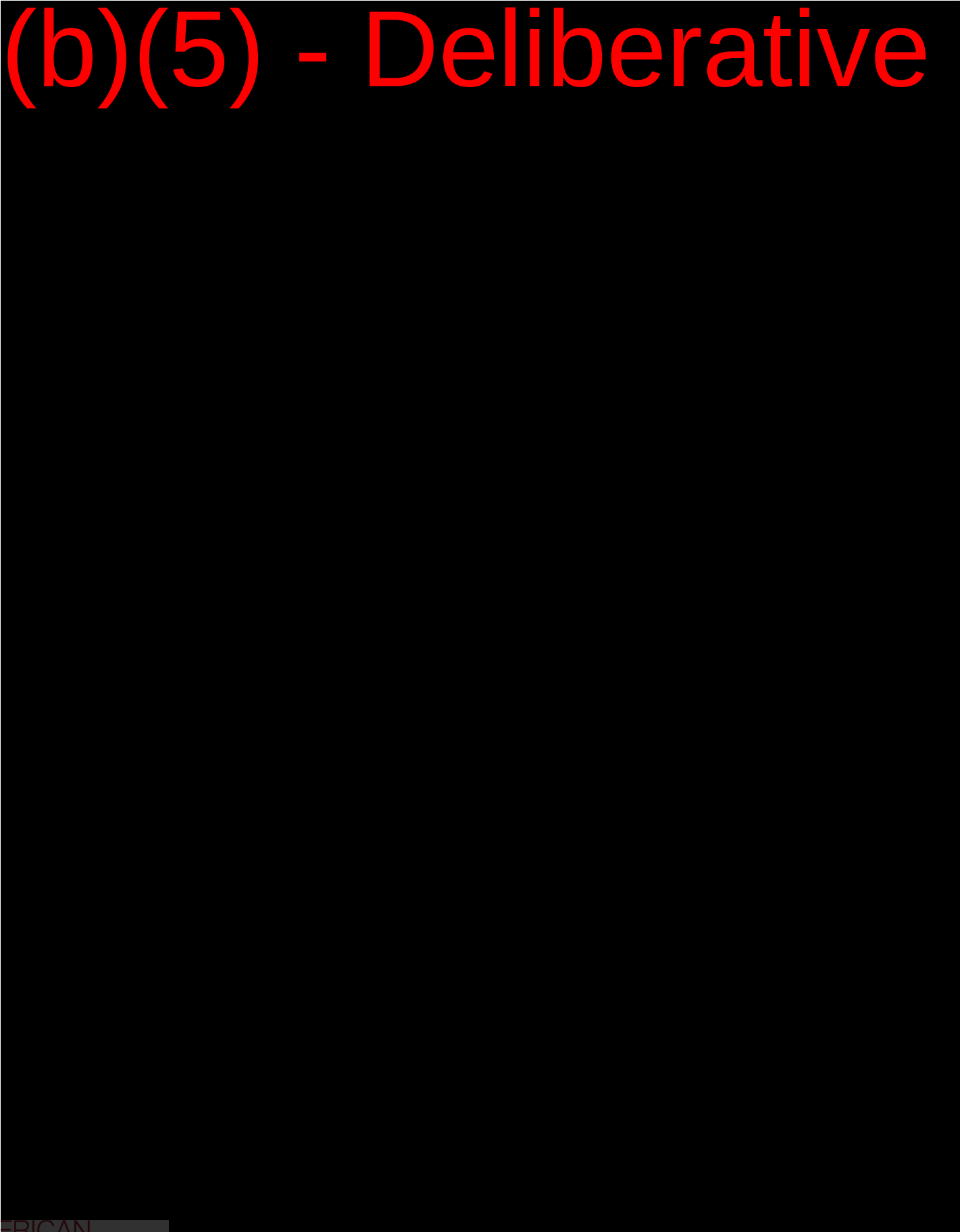
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# (b)(5) - Deliberative

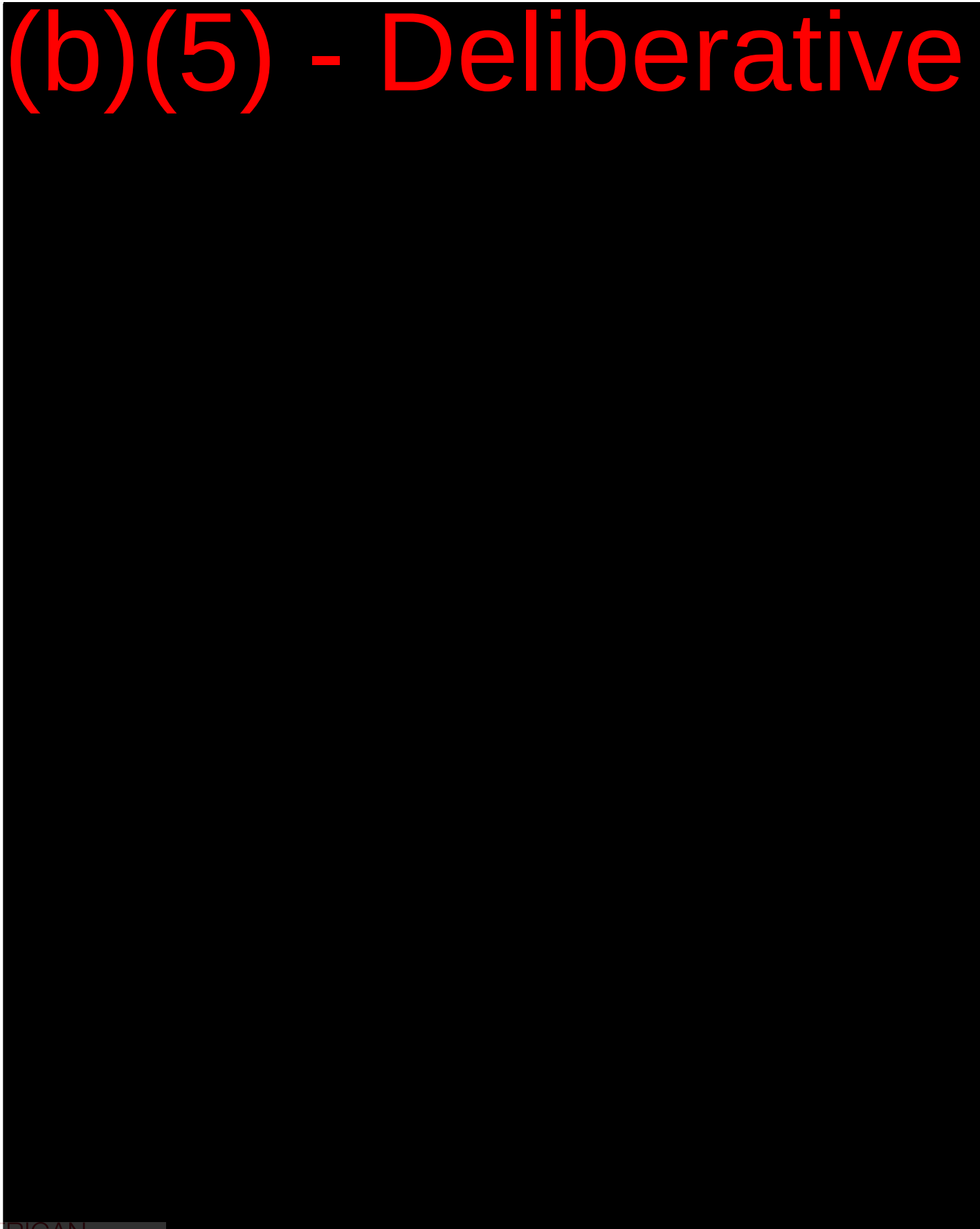


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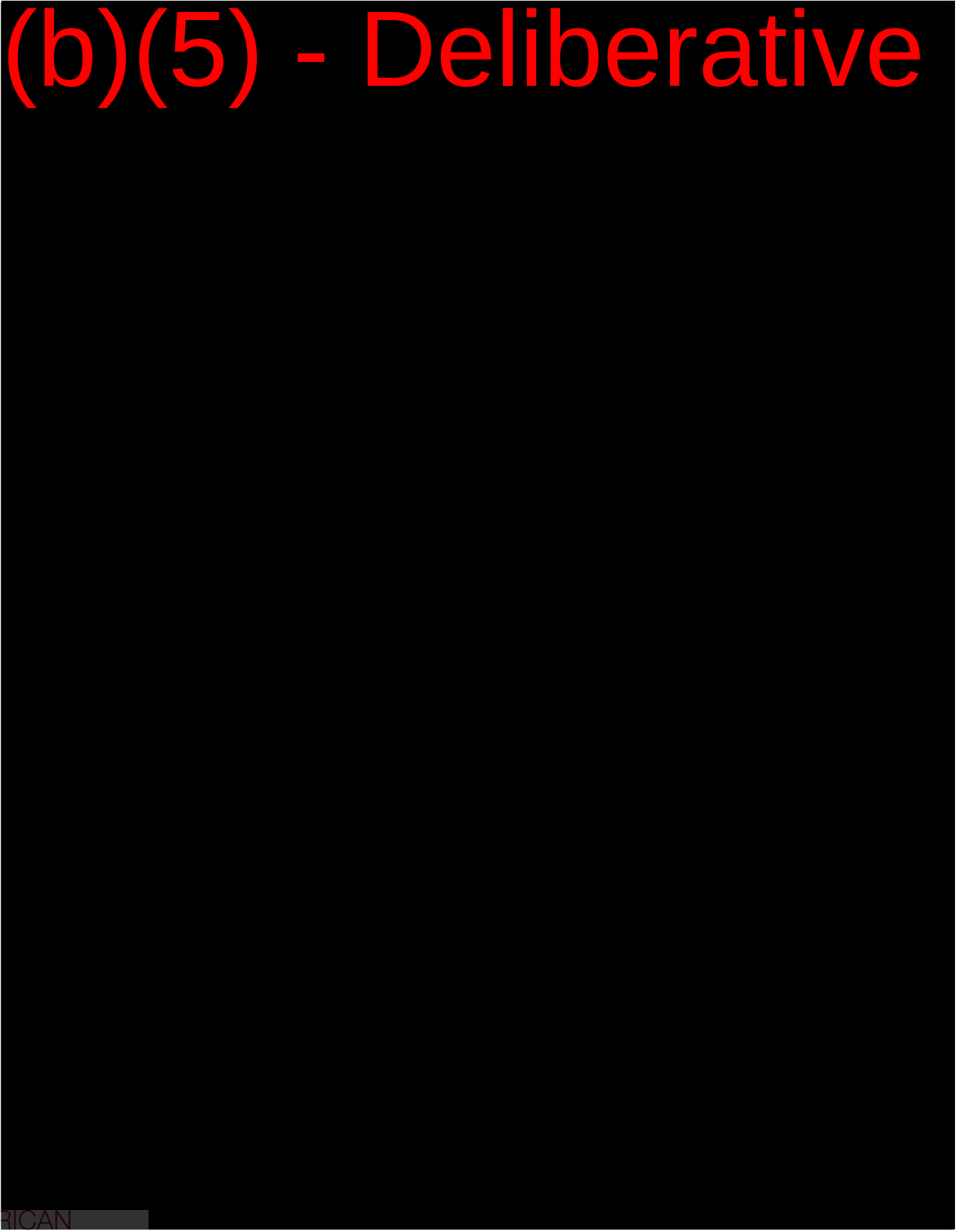




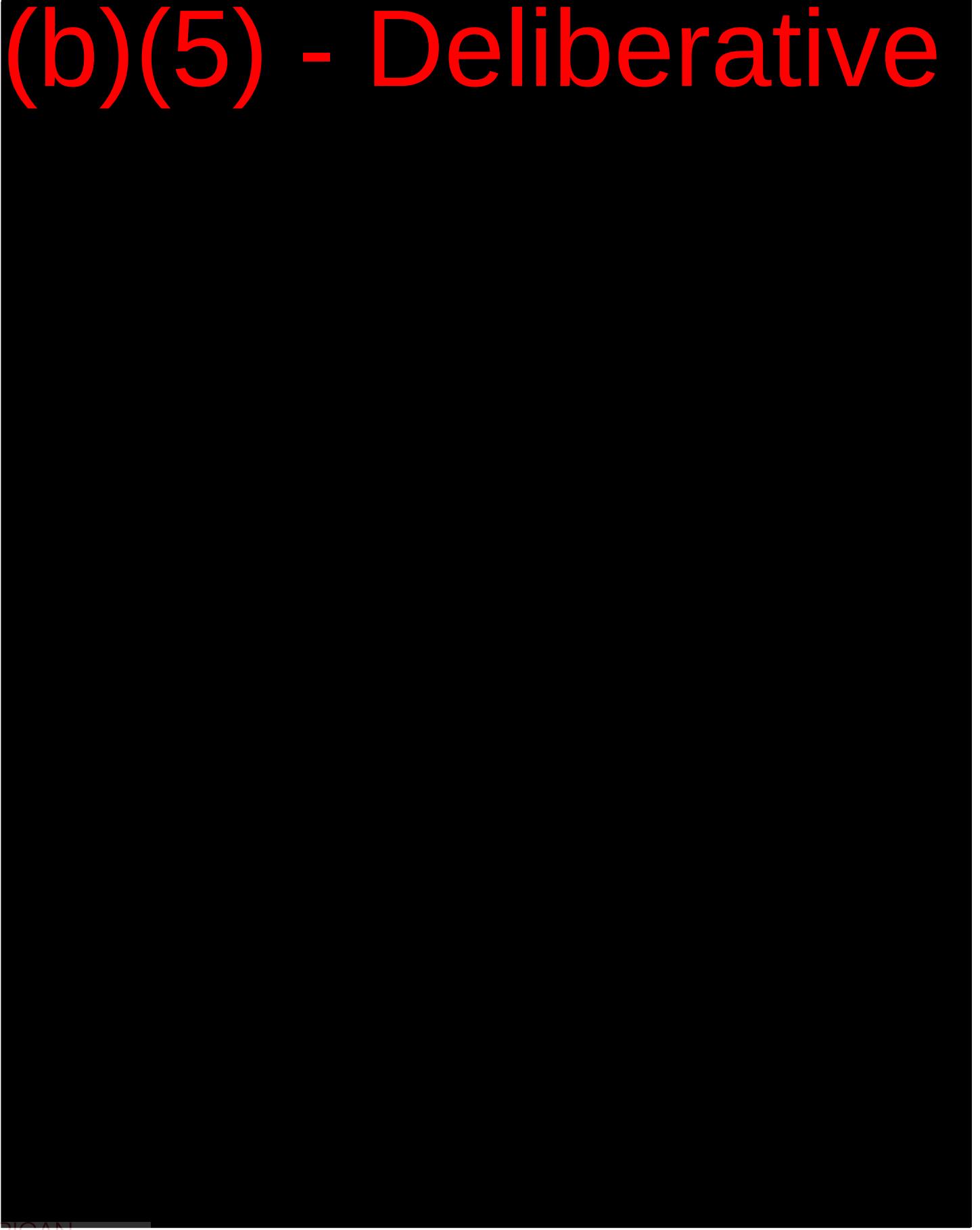
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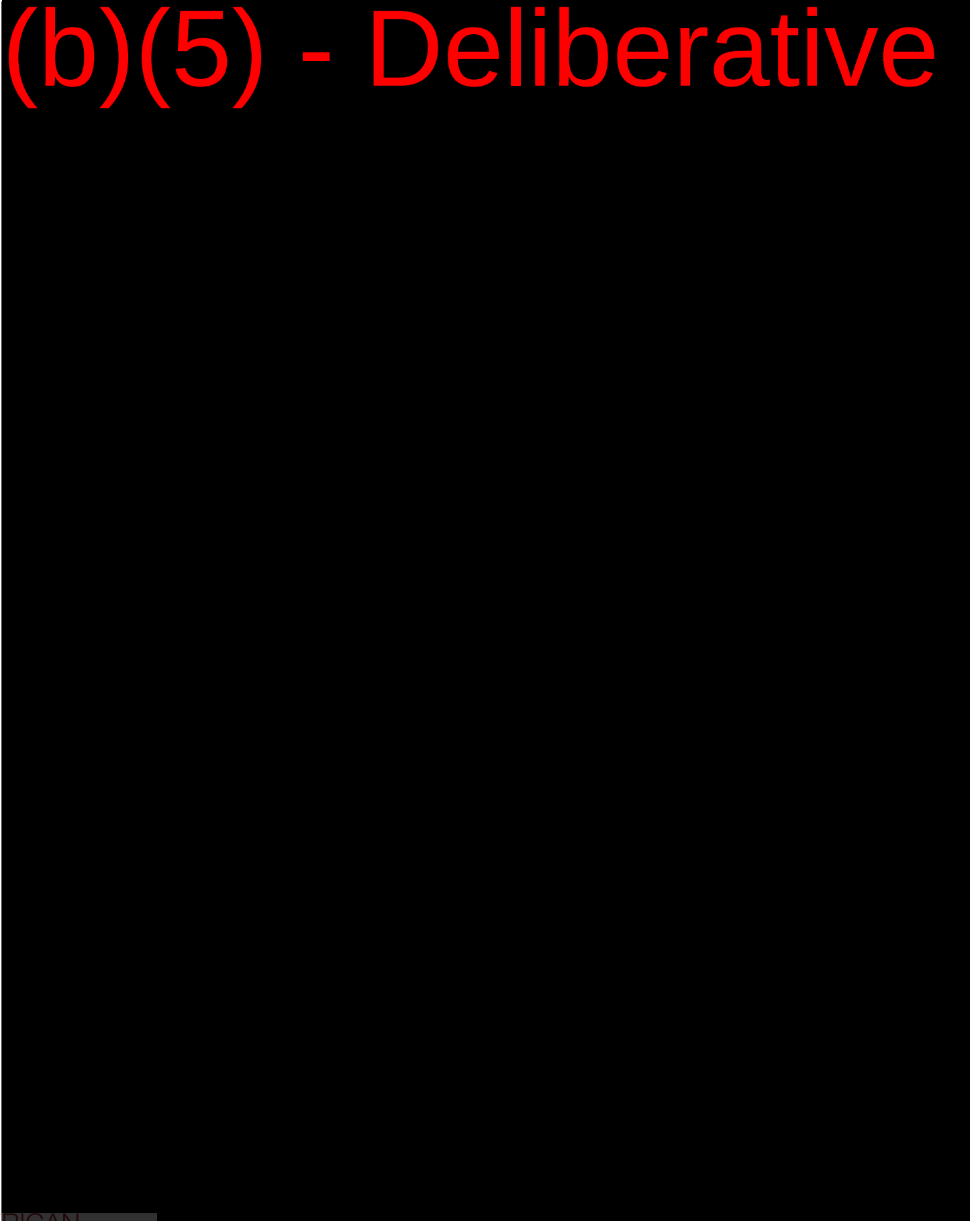
# (b)(5) - Deliberative



# (b)(5) - Deliberative



# (b)(5) - Deliberative



**From:** Jackson, Noah - OSEC, Washington, DC  
**Sent:** 7 Jun 2019 16:49:13 +0000  
**To:** Rodgers, Marshall J. EOP/OMB; Church, Chris - FAS, Washington, DC; Bachmann, Peter - OSEC Washington, DC; Barbic, Ken - OSEC, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC  
**Cc:** Wilson, Erin E. - OSEC, Washington, DC; Fretz, Abbey - OSEC, Washington, DC; Lee, Evan - OSEC, Washington, DC  
**Subject:** FINAL Trade Hearing McKinney Testimony  
**Attachments:** FINAL TFAA Testimony for House Ag Hearing.pdf

Good Afternoon, Attachment withheld under (b)(5) Deliberative exemption (5 pp.)

Attached is the final draft of U/S McKinney's 6/11 Testimony in front of the House Ag Subcommittee on Livestock and Foreign Agriculture.

Please let me know if you have any questions.



**Noah Jackson**  
Legislative Analyst

Office of Congressional Relations  
United States Department of Agriculture  
**Phone:** (202) 205-9994

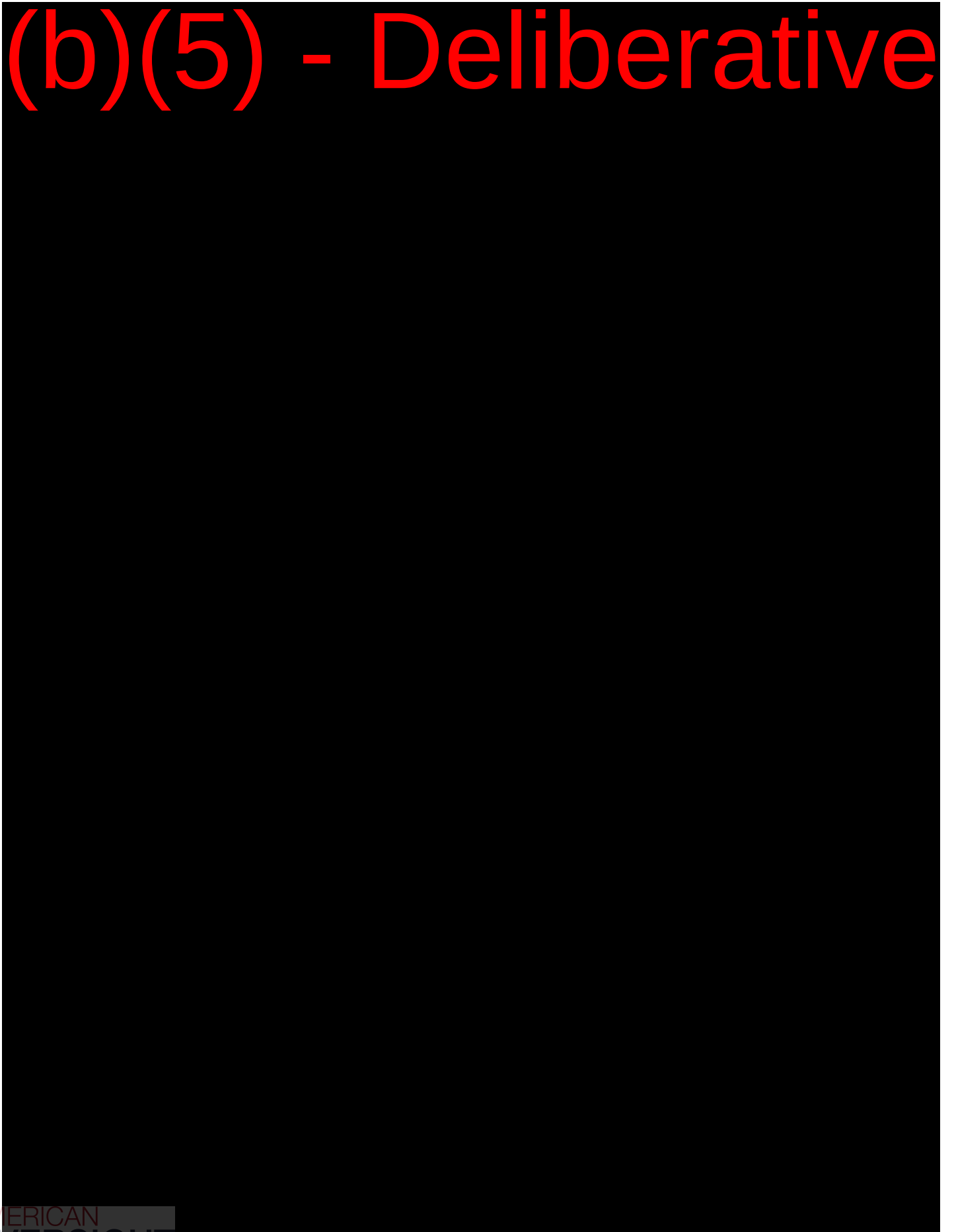
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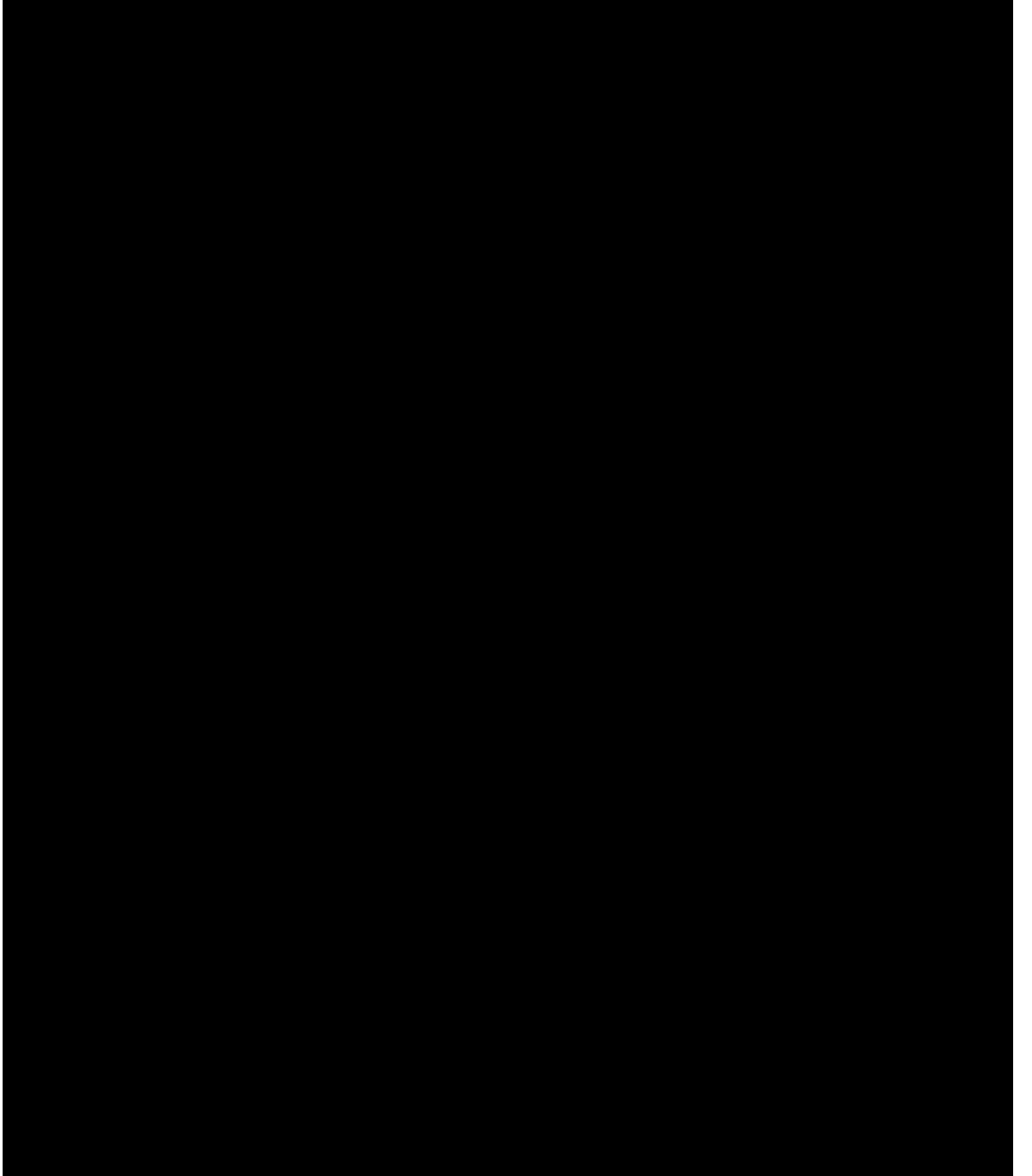
(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative



(b)(5) - Deliberative



**From:** Brewster, Ryan - FAS  
**Sent:** 3 Jul 2018 13:23:31 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** FW: For Clearance: USDA - Section 301 QA 06-28-2018 (AB)  
**Attachments:** USDA - Section 301 QA 06-28-2018 (AB) (3).docx

Can we discuss this today?

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

Thanks  
Ryan

Attachment withheld under (b)(5) Deliberative exemption (7 pp.)

**Ryan Brewster**  
Acting Chief of Staff  
Foreign Agricultural Service  
U.S. Department of Agriculture  
(202) 720-3935  
[ryan.brewster@fas.usda.gov](mailto:ryan.brewster@fas.usda.gov)

---

**From:** Stephens, Andrew - FAS  
**Sent:** Thursday, June 28, 2018 4:37 PM  
**To:** Brewster, Ryan - FAS  
**Cc:** Nishiura, Katherine - FAS; Spitzer, Bob - FAS; Lyons, Emel - FAS; Baych, Alexandra - FAS; Sheppard, Wade - FAS  
**Subject:** For Clearance: USDA - Section 301 QA 06-28-2018 (AB)

Ryan, per our discussion, I drafted the attached

(b)(5) - Deliberative

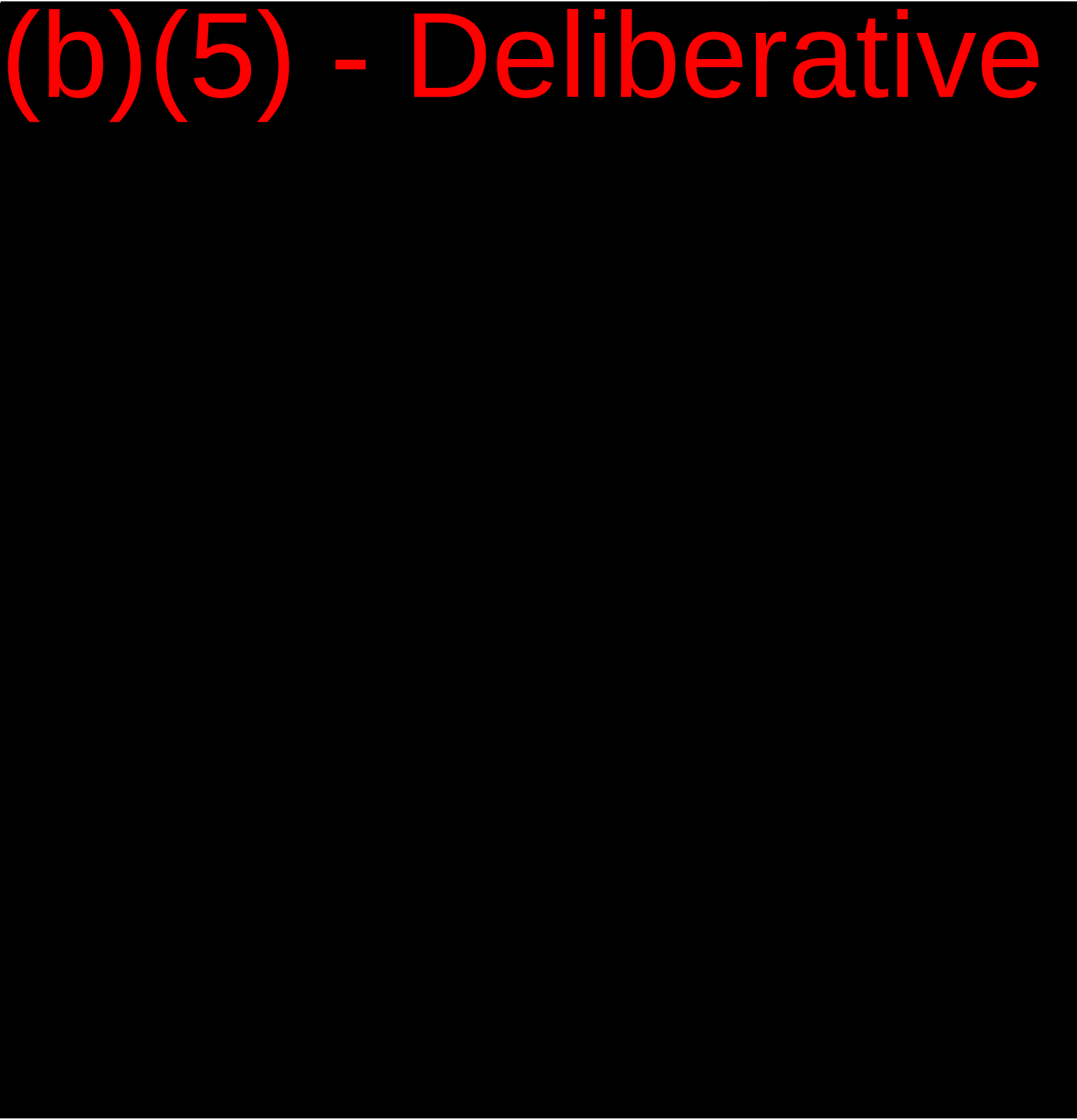
(b)(5) - Deliberative

Can you check (b)(5) - Deliberative? And (b)(5) - Deliberative?

(b)(5) - Deliberative

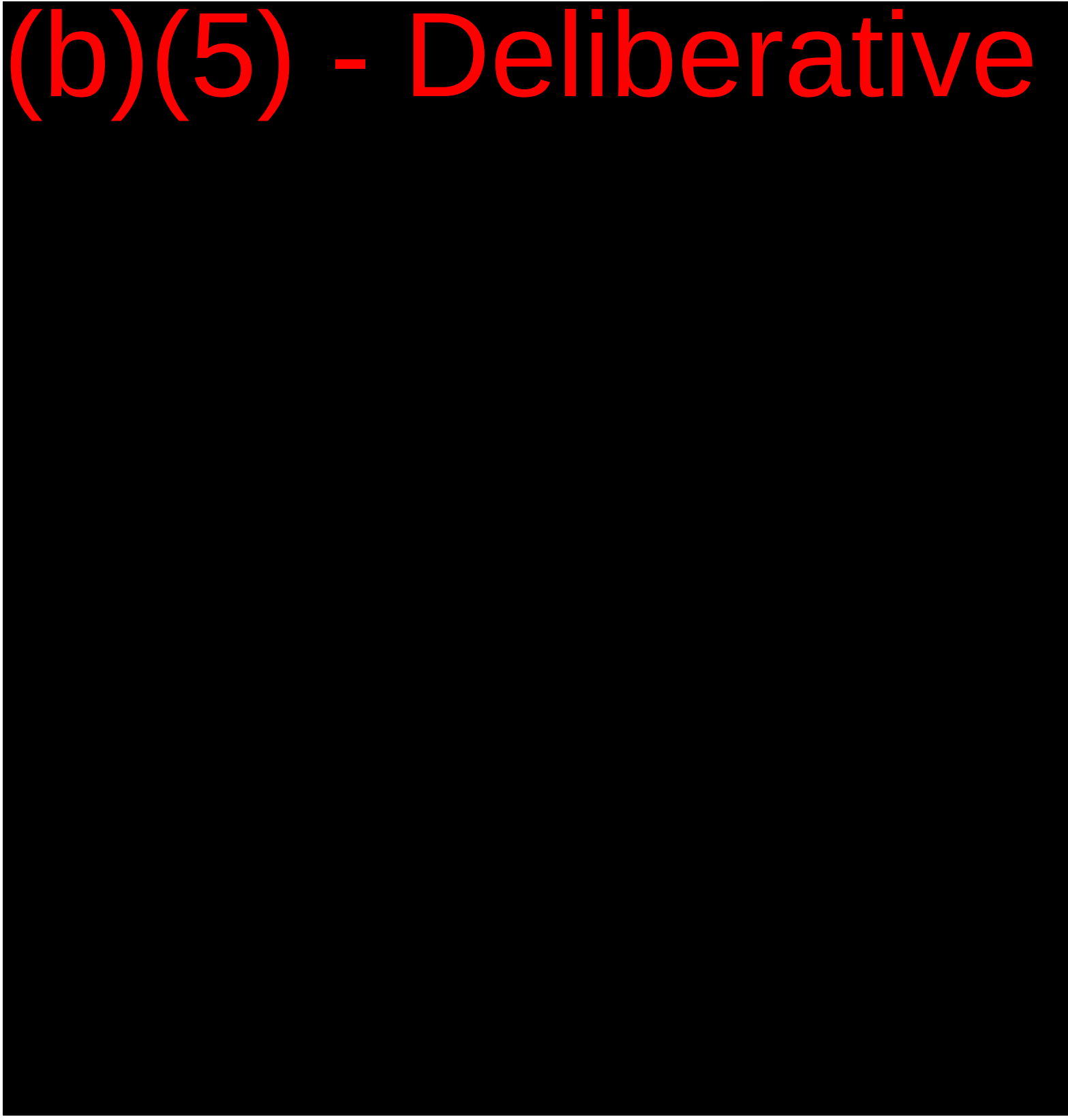
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# (b)(5) - Deliberative





# (b)(5) - Deliberative



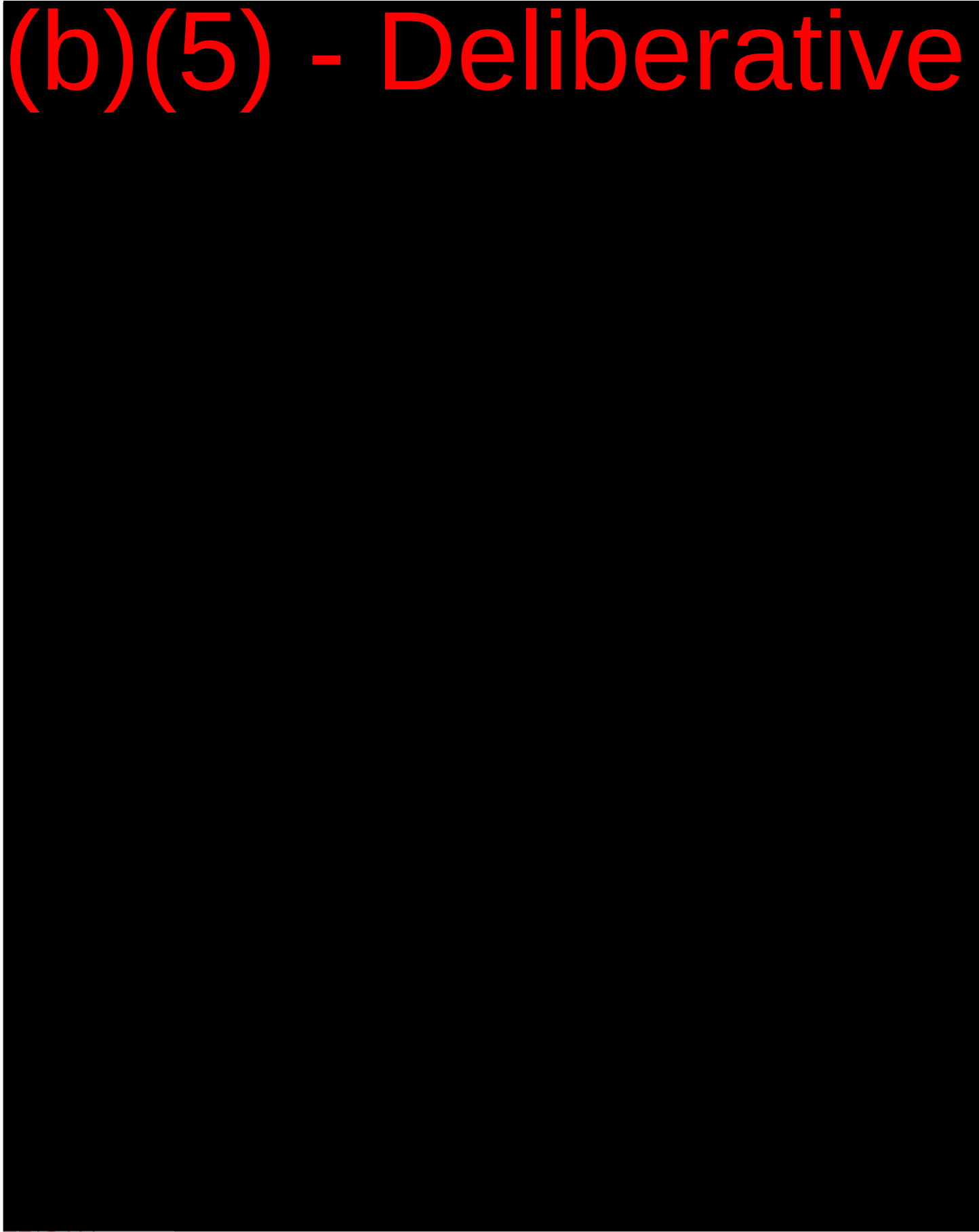
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# (b)(5) - Deliberative



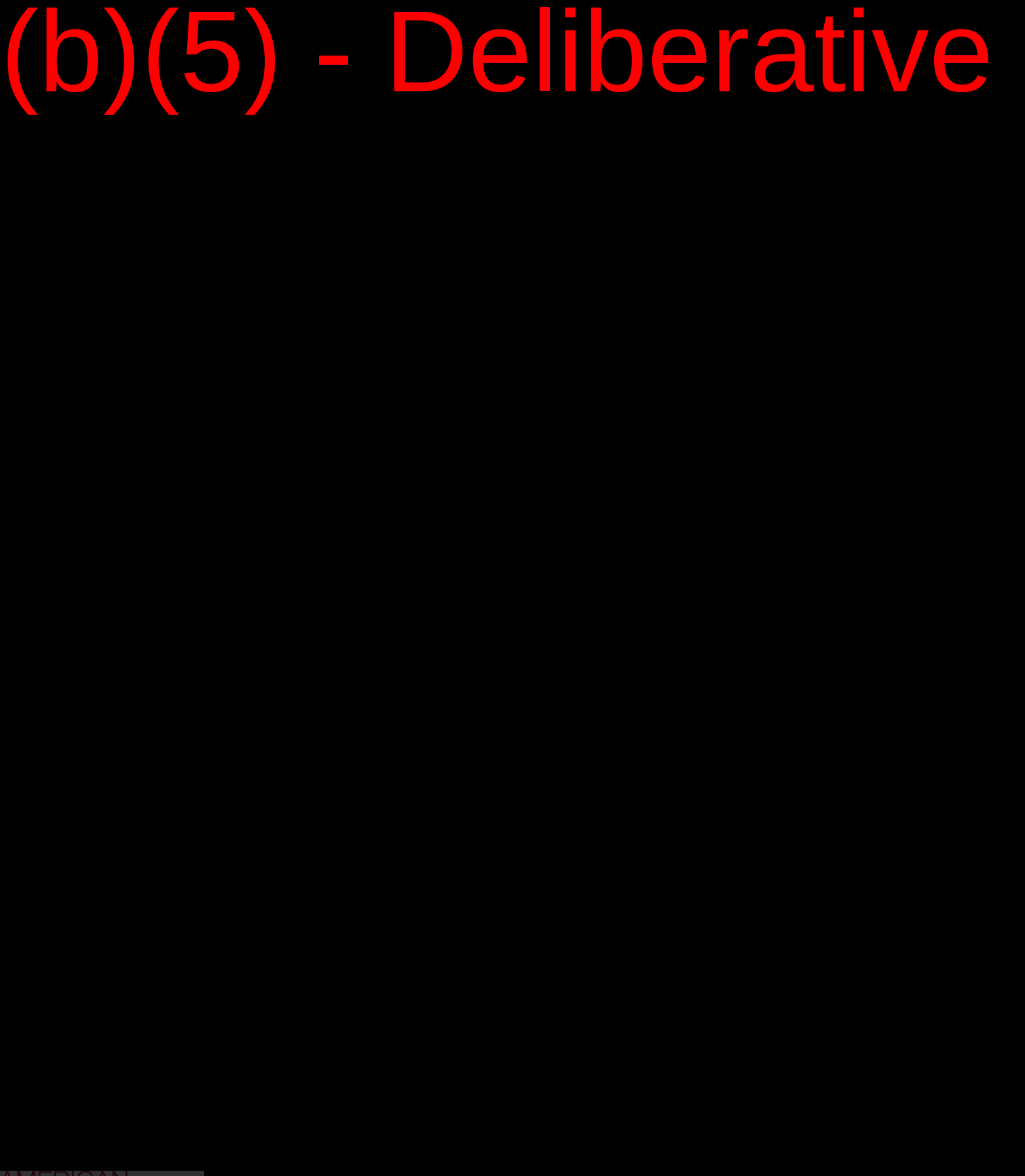
# (b)(5) - Deliberative



# (b)(5) - Deliberative



# (b)(5) - Deliberative



**From:** Brewster, Ryan - FAS, Washington, DC  
**Sent:** 23 May 2019 16:50:01 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** FW: New Trade Mitigation Assistance - GUIDANCE TO POSTS  
**Importance:** High

FYI

Ryan Brewster  
Phone: 202-720-3935  
[ryan.brewster@fas.usda.gov](mailto:ryan.brewster@fas.usda.gov)

---

**From:** Guven, Cynthia - FAS, Washington, DC  
**Sent:** Thursday, May 23, 2019 12:47 PM  
**To:** FAS.1-AllFASOverseas  
**Cc:** Dougherty, Ellen - FAS, Washington, DC <Ellen.Dougherty@fas.usda.gov>; Slupek, Mark - FAS, Washington, DC <Mark.Slupek@fas.usda.gov>; Whitley, Daniel - FAS, Washington, DC <Daniel.Whitley@fas.usda.gov>; Hamilton, Clay - FAS <Clay.Hamilton@fas.usda.gov>; Brewster, Ryan - FAS, Washington, DC <Ryan.Brewster@fas.usda.gov>; Hanson, Sarah - FAS, Washington, DC <Sarah.Hanson@fas.usda.gov>; Smith, Mary Ellen - FAS, Washington, DC <MaryEllen.Smith@fas.usda.gov>; Wilder, Dwight - FAS, Washington, DC <Dwight.Wilder@fas.usda.gov>; Hansen, Erik - FAS, Washington, DC <Erik.Hansen@fas.usda.gov>; Branson, Adam - FAS, Washington, DC <Adam.Branson@fas.usda.gov>; Huynh, Hoa - FAS, Washington, DC <Hoa.Huynh@fas.usda.gov>; Brown, Valerie - FAS, Washington, DC <Valerie.Brown@fas.usda.gov>  
**Subject:** New Trade Mitigation Assistance - GUIDANCE TO POSTS  
**Importance:** High

Dear All,

With the authorization by President Trump of up to \$16 billion in new trade mitigation assistance, Secretary Sonny Perdue today announced that USDA will provide an additional:

- \$14.5 billion for Market Facilitation Program direct payments to producers;
- \$1.4 billion for the Food Purchase and Distribution Program; and
- **\$100 million for the Agricultural Trade Promotion Program.**

Available details of the new package are in today's USDA news release:

<https://www.usda.gov/media/press-releases/2019/05/23/usda-announces-support-farmers-impacted-unjustified-retaliation-and>

**(b)(5) - Deliberative**



We ask that you please forward all inquiries from stakeholders (including media, cooperators, and others) to me (Cynthia), as well as Ryan Brewster, Clay Hamilton, Daniel Whitley, Mark Slupek, and Ellen Dougherty (all copied on this email).

We will provide more information as it becomes available.

Thank you and best regards,

Cynthia

Cynthia Iglesias Guven  
Acting Deputy Administrator  
Office of Foreign Service Operations  
USDA, Washington, DC  
Tel: 202-720-0303

**From:** Gifford, Sally - OC, Washington, DC  
**Sent:** 30 Jul 2019 19:12:33 +0000  
**To:** Dougherty, Ellen - FAS, Washington, DC  
**Cc:** Young, Krissy - FAS, Washington, DC; Ellison, Bob - FAS, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** FW: Talking Points for U/S Ibach - trade relations  
**Attachments:** General Talking Points for Ibach.docx

Hi Ellen, Zhulieta and team, Attachment withheld under (b)(5) Deliberative exemption (3 pp.)

Here are some updated talking points in case they are helpful to Ted. Best.

---

**From:** Heitkamp, Amanda D. - OC, Washington, DC  
**Sent:** Tuesday, July 30, 2019 2:50 PM  
**To:** Illenberg, Mike - OC, Washington, DC <mike.illenberg@usda.gov>; Gifford, Sally - OC, Washington, DC <sally.gifford@usda.gov>; Fillpot, Dirk - OC, Washington, DC <dirk.fillpot@usda.gov>  
**Subject:** FW: Talking Points for U/S Ibach - trade relations

General trade TP's if you need them.



**Amanda D. Heitkamp**  
Communications Coordinator – Office of Communications  
  
United States Department of Agriculture  
Office: 202-720-2091  
Cell: 202-702-8637

---

**From:** Varsamis, Alec - OC, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>  
**Sent:** Tuesday, July 30, 2019 12:09 PM  
**To:** Heitkamp, Amanda D. - OC, Washington, DC <[amanda.heitkamp@usda.gov](mailto:amanda.heitkamp@usda.gov)>; Weeks, Audra - OSEC, Washington, DC <[Audra.Weeks@usda.gov](mailto:Audra.Weeks@usda.gov)>  
**Subject:** RE: Talking Points for U/S Ibach - trade relations

Here you go

Alec Varsamis

---

**From:** Heitkamp, Amanda D. - OC, Washington, DC <[amanda.heitkamp@usda.gov](mailto:amanda.heitkamp@usda.gov)>  
**Sent:** Tuesday, July 30, 2019 11:38 AM  
**To:** Varsamis, Alec - OC, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Weeks, Audra - OSEC, Washington, DC <[Audra.Weeks@usda.gov](mailto:Audra.Weeks@usda.gov)>  
**Subject:** RE: Talking Points for U/S Ibach - trade relations

Circling back! Do you have anything to share for USEC Ibach?



**Amanda D. Heitkamp**

Communications Coordinator – Office of Communications

United States Department of Agriculture

Office: 202-720-2091

Cell: (b) (6)

---

**From:** Varsamis, Alec - OC, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>

**Sent:** Wednesday, July 24, 2019 11:27 AM

**To:** Heitkamp, Amanda D. - OC, Washington, DC <[amanda.heitkamp@usda.gov](mailto:amanda.heitkamp@usda.gov)>; Weeks, Audra - OSEC, Washington, DC <[Audra.Weeks@usda.gov](mailto:Audra.Weeks@usda.gov)>

**Subject:** RE: Talking Points for U/S Ibach - trade relations

We will have more updated TP's early next week. Can you circle back with us on Tuesday?

Alec Varsamis

---

**From:** Heitkamp, Amanda D. - OC, Washington, DC <[amanda.heitkamp@usda.gov](mailto:amanda.heitkamp@usda.gov)>

**Sent:** Wednesday, July 24, 2019 11:19 AM

**To:** Varsamis, Alec - OC, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Weeks, Audra - OSEC, Washington, DC <[Audra.Weeks@usda.gov](mailto:Audra.Weeks@usda.gov)>

**Subject:** Talking Points for U/S Ibach - trade relations

Hi,

(b)(5) - Deliberative



**Amanda D. Heitkamp**

Communications Coordinator – Office of Communications

United States Department of Agriculture

Office: 202-720-2091

Cell: (b) (6)

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

**From:** Summe, Erica - FAS,  
**Sent:** 12 Nov 2019 17:56:50 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC; Perry, Robert - OSEC, Washington, DC; Lester, Susan - OSEC, Washington, DC  
**Cc:** Chaves, Barbara - FAS, Washington, DC  
**Subject:** FW: The scheduling meeting is actually at 1:00 p.m.  
**Attachments:** 2019 11 14 18 National Association of Farm Broadcasting Notional Schedule.docx, 2019 -11-14 National Association of Farm Broadcasting Event Brief.docx

Hi,  
[Attachment 1: Non-Responsive Record \(2 pp.\)](#)  
[Attachment 2: Withheld under \(b\)\(5\) Deliberative exemption \(9 pp.\)](#)

The materials for the Farm Broadcasting event are attached. The guidance points came directly from OSEC's Comms shop. We also added a one-pager on trade mission stats and the newly released FY19 trade summary.

**(b)(5) Deliberative Process** ? We don't have that piece.

Thanks!

---

**From:** Dougherty, Ellen - FAS, Washington, DC <ellen.dougherty@usda.gov>  
**Sent:** Tuesday, November 12, 2019 12:25 PM  
**To:** Summe, Erica - FAS, <erica.summe@usda.gov>  
**Subject:** RE: The scheduling meeting is actually at 1:00 p.m.

Sorry about the delay. Been having a hard time with opening and saving files.

---

**From:** Summe, Erica - FAS, <[erica.summe@usda.gov](mailto:erica.summe@usda.gov)>  
**Sent:** Tuesday, November 12, 2019 10:17 AM  
**To:** Dougherty, Ellen - FAS, Washington, DC <[ellen.dougherty@usda.gov](mailto:ellen.dougherty@usda.gov)>  
**Subject:** The scheduling meeting is actually at 1:00 p.m.

Thank you!

---

**Erica Summe**  
*Deputy Chief of Staff*  
Foreign Agricultural Service  
United States Department of Agriculture  
Phone: (202) 720 – 7458  
Email: [Erica.Summe@usda.gov](mailto:Erica.Summe@usda.gov)



# Non-Responsive Record

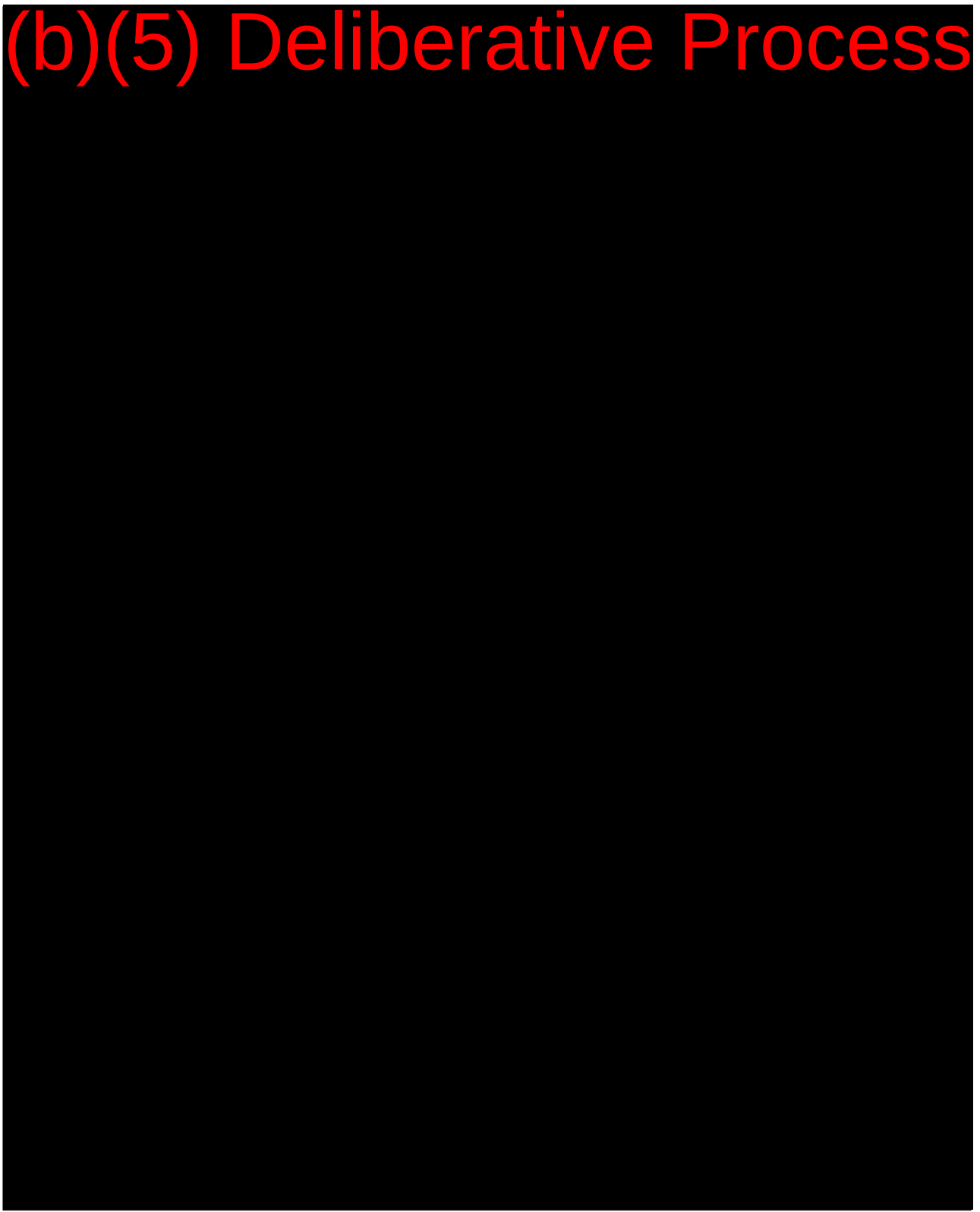
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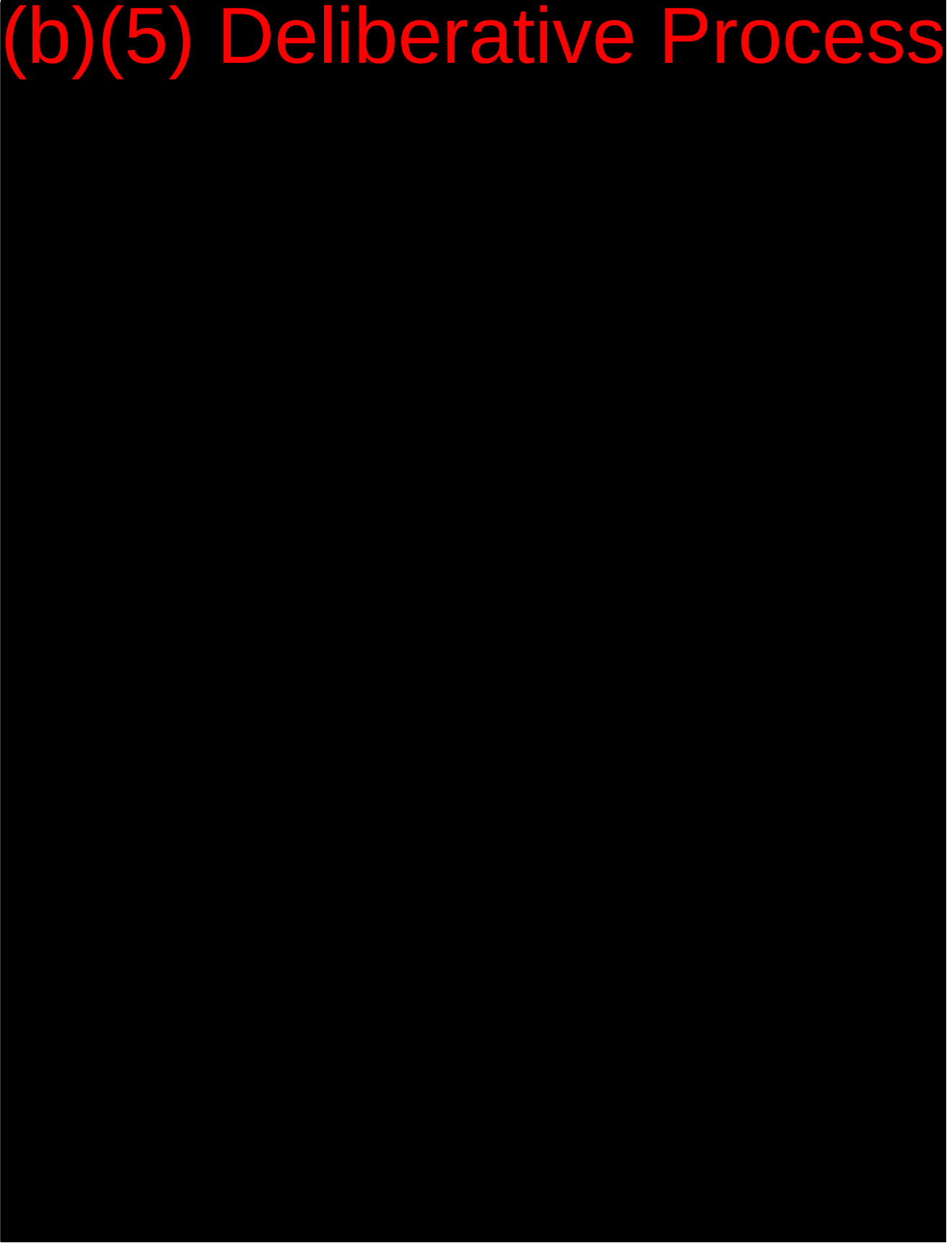
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BRIEFING DOCUMENT**

**(b)(5) Deliberative Process**

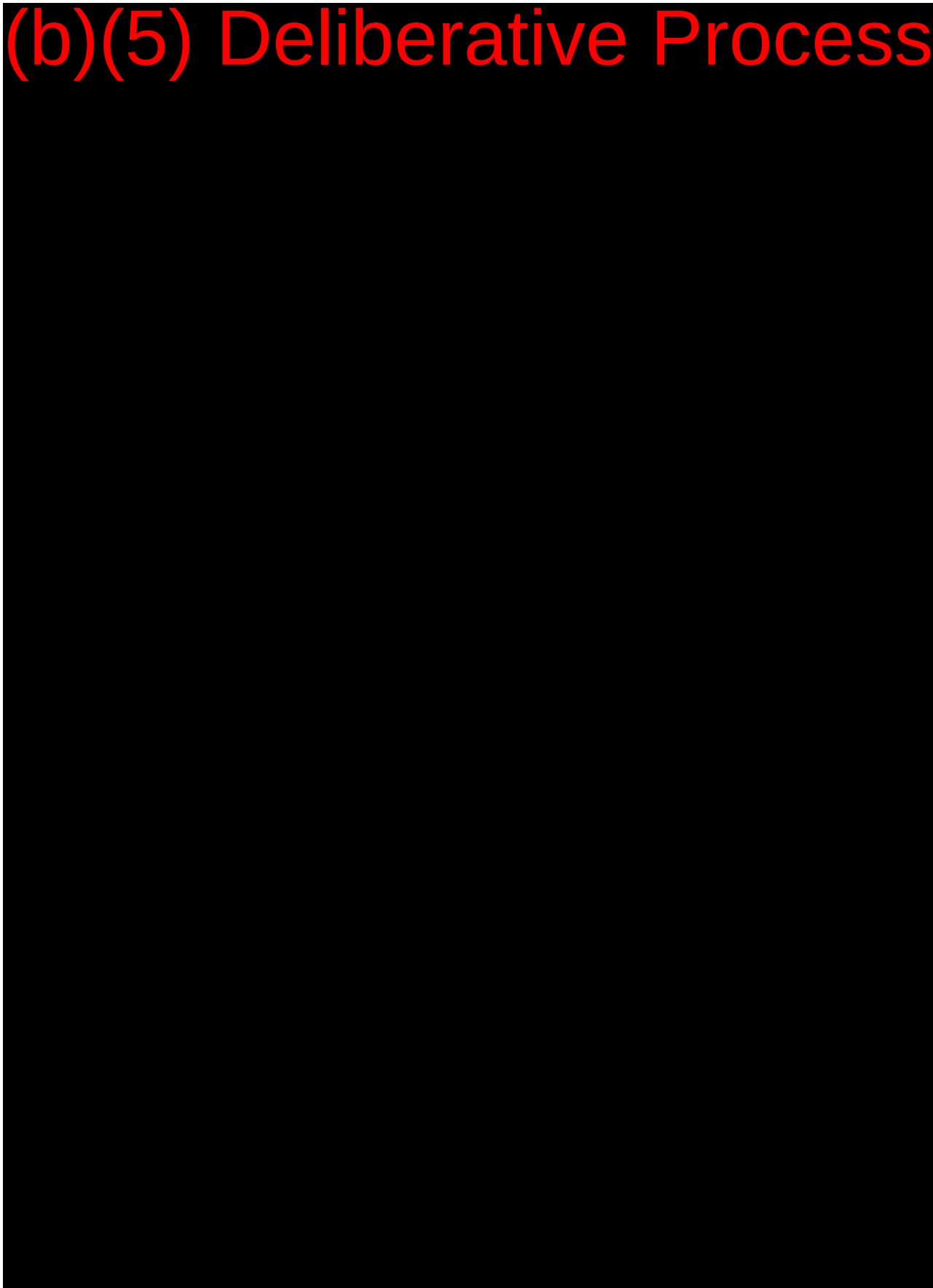
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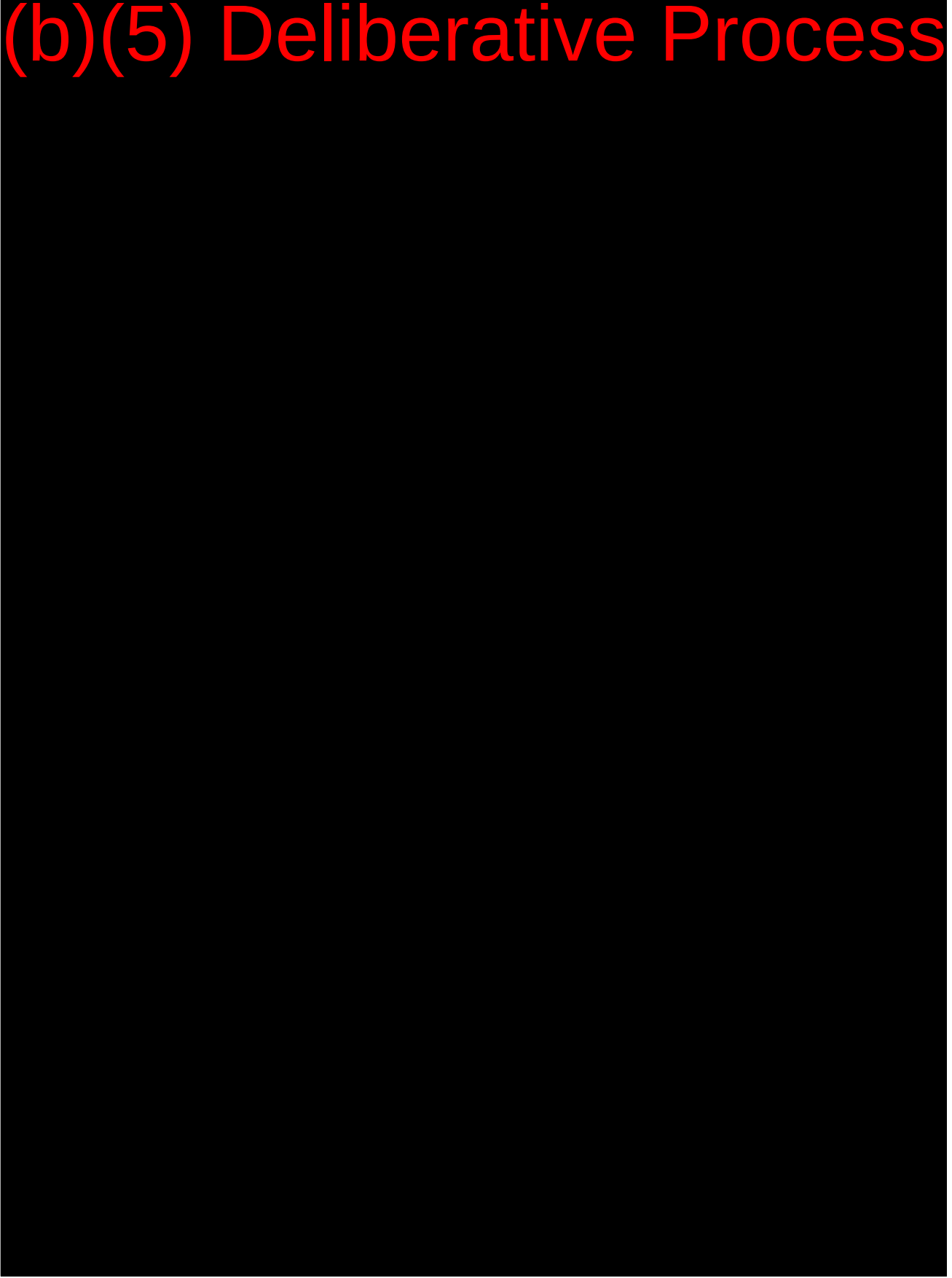
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# (b)(5) Deliberative Process

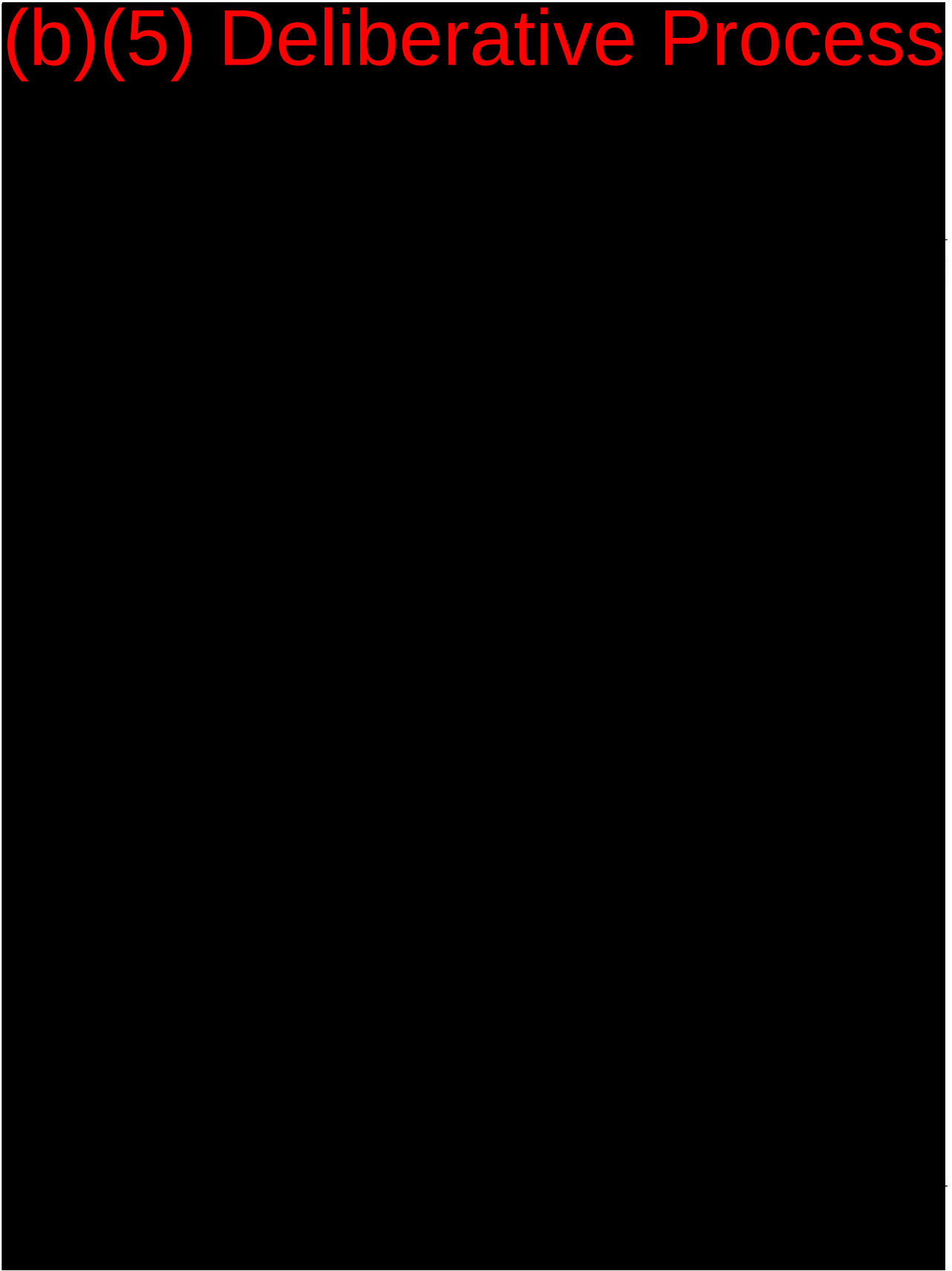


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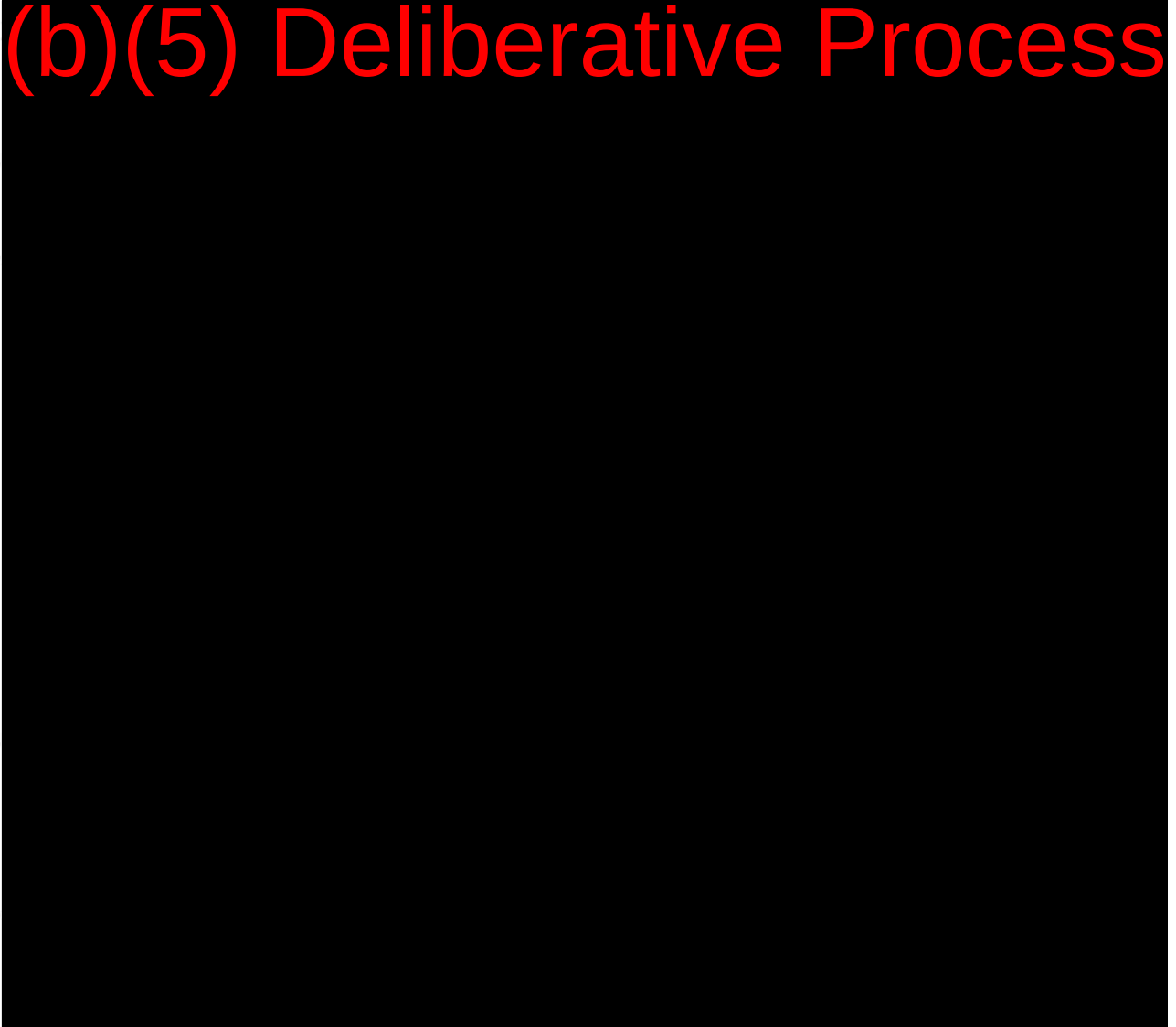




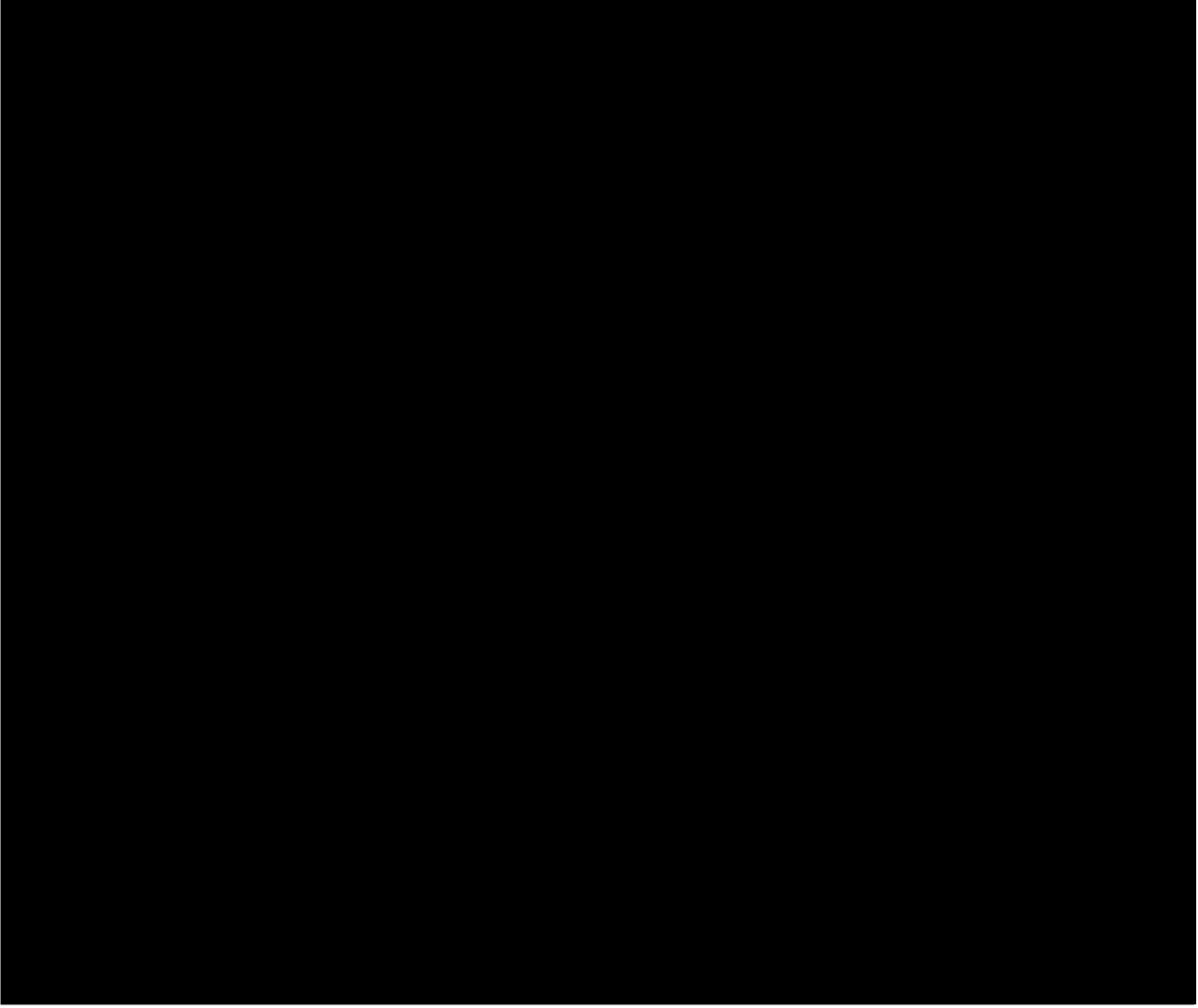
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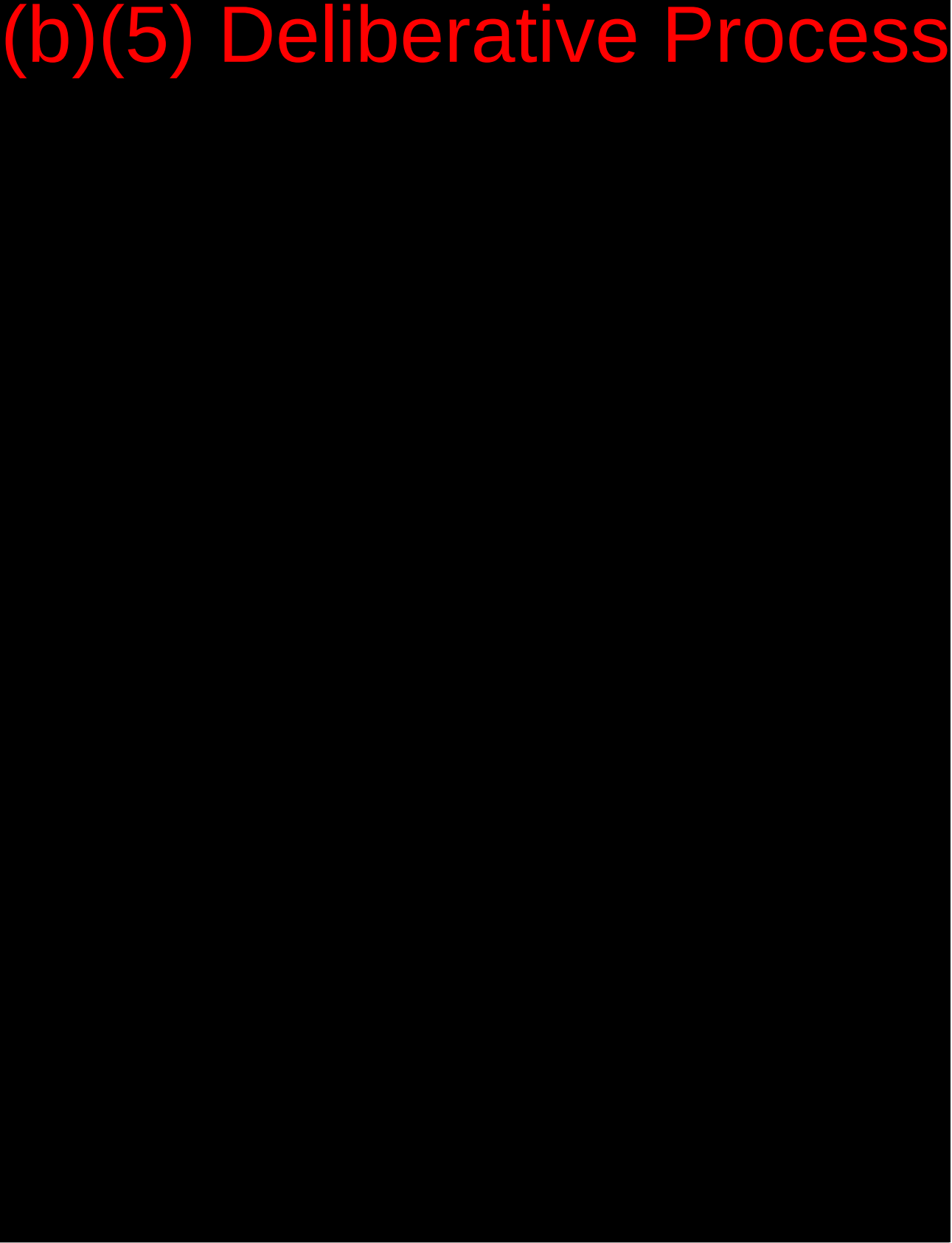
# (b)(5) Deliberative Process



# (b)(5) Deliberative Process



# (b)(5) Deliberative Process



**From:** Sydow, Sharon - OCE  
**Sent:** 3 Jun 2019 14:33:48 +0000  
**To:** Hafemeister, Jason - OSEC, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** Fwd: For Monday - Updated Trade Rollout Info RE Ex Parte Coordination  
**Attachments:** PD OSEC Rollout Plan Farmer Support re Trade 6 2 19 USE for outreach exparte 2.0.docx

Attachment withheld under (b)(5) Deliberative exemption (7 pp.)

Hafemeister was on this.

**From:** "Johansson, Robert - OCE" <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>  
**Date:** Monday, June 3, 2019 at 8:03:39 AM  
**To:** "Sydow, Sharon - OCE" <[sharon.sydow@usda.gov](mailto:sharon.sydow@usda.gov)>, "Effland, Anne - OCE" <[anne.effland@usda.gov](mailto:anne.effland@usda.gov)>  
**Subject:** FW: For Monday - Updated Trade Rollout Info RE Ex Parte Coordination

Can you review?

---

**From:** Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>  
**Sent:** Sunday, June 2, 2019 7:28 PM  
**To:** Johansson, Robert - OCE <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>; Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Navarro, Erica - OBPA, Washington, DC <[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>  
**Cc:** Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Tkacz, Kailee - OSEC, Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; Rollins, Blake - OSEC, Washington, DC <[blake.rollins@usda.gov](mailto:blake.rollins@usda.gov)>; Clarkson, Tyler - OGC, Washington, DC <[tyler.clarkson@usda.gov](mailto:tyler.clarkson@usda.gov)>  
**Subject:** For Monday - Updated Trade Rollout Info RE Ex Parte Coordination

Attached Updated version

(b)(5) - Deliberative

**From:** Johansson, Robert - OCE  
**Sent:** Sunday, June 2, 2019 2:21 PM  
**To:** Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>; Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Navarro, Erica - OBPA, Washington, DC <[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>  
**Cc:** Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Tkacz, Kailee - OSEC, Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; Rollins, Blake - OSEC, Washington, DC <[blake.rollins@usda.gov](mailto:blake.rollins@usda.gov)>; Clarkson, Tyler - OGC, Washington, DC <[tyler.clarkson@usda.gov](mailto:tyler.clarkson@usda.gov)>  
**Subject:** RE: Updated Trade Rollout Info RE Ex Parte Coordination

With attachment.

**From:** Johansson, Robert - OCE  
**Sent:** Sunday, June 2, 2019 2:20 PM  
**To:** Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>; Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC,



Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Navarro, Erica - OBPA, Washington, DC <[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>  
**Cc:** Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Tkacz, Kailee - OSEC, Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; Rollins, Blake - OSEC, Washington, DC <[blake.rollins@usda.gov](mailto:blake.rollins@usda.gov)>; Clarkson, Tyler - OGC, Washington, DC <[tyler.clarkson@usda.gov](mailto:tyler.clarkson@usda.gov)>  
**Subject:** RE: Updated Trade Rollout Info RE Ex Parte Coordination

Hi Rebeckah,

I caught some edits that should be made in what you sent around today.

Here's a redline version ---

**(b)(5) Deliberative Process**

Cheers,  
Rob

---

**From:** Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>  
**Sent:** Sunday, June 2, 2019 1:22 PM  
**To:** Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Johansson, Robert - OCE <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC



<[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Barbic, Ken - OSEC, Washington, DC  
<[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC  
<[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Navarro, Erica - OBPA, Washington, DC  
<[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC  
<[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>

Cc: Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Tkacz, Kailee - OSEC, Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; Rollins, Blake - OSEC, Washington, DC <[blake.rollins@usda.gov](mailto:blake.rollins@usda.gov)>; Clarkson, Tyler - OGC, Washington, DC <[tyler.clarkson@usda.gov](mailto:tyler.clarkson@usda.gov)>

**Subject:** Updated Trade Rollout Info RE Ex Parte Coordination

#### DIRECTION ON PROCESS & STAKEHOLDER ENGAGEMENT

- The draft rules related these programs were received into the interagency regulatory review process on Thursday, May 30, 2019. Once the draft rules are received at Office of Management & Budget (OMB), (b)(5) Deliberative Process (b)(5) Deliberative Process

- To ensure internal coordination of stakeholder engagement, all offices should now refer stakeholder requests for meetings, direct receipt of letters written input or other rule information received to USDA Inter-Governmental Affairs (IGA), [Lillie.Brady@usda.gov](mailto:Lillie.Brady@usda.gov).

- IGA will coordinate, assign and instruct the process for any stakeholder engagement.
- IGA will ensure any verbal input is recorded and that written stakeholder input/letters in sent to OBPA for submission to the public record.
- Please ensure IGA is made aware of all stakeholder engagement by any USDA office.
- The only information that may be discussed in the information already made available in the press release – it is captured in the talking points of this rollout.

- (b)(5) Deliberative Process

(b)(5) - Deliberative

# (b)(5) - Deliberative

**From:** CLS1, SLC1 - OSEC, Washington, DC

Stephen Censky

**Sent:** Thursday, May 23, 2019 10:16 AM

**To:** Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Johansson, Robert - OCE <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC, Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Tkacz, Kailee - OSEC, Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Navarro, Erica - OBPA, Washington, DC <[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>

**Subject:** CLOSE HOLD ROLL OUT MATERIALS 2.0

**Importance:** High

All,

As a follow-up to our meeting this morning, attached are the revised materials.

As you begin

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

Thank you,

Steve

Stephen L. Censky  
Deputy Secretary  
U.S. Department of Agriculture  
Office (b) (6)

All:

As you begin (b)(5) - Deliberative

(b)(5) - Deliberative

1.)

2.)

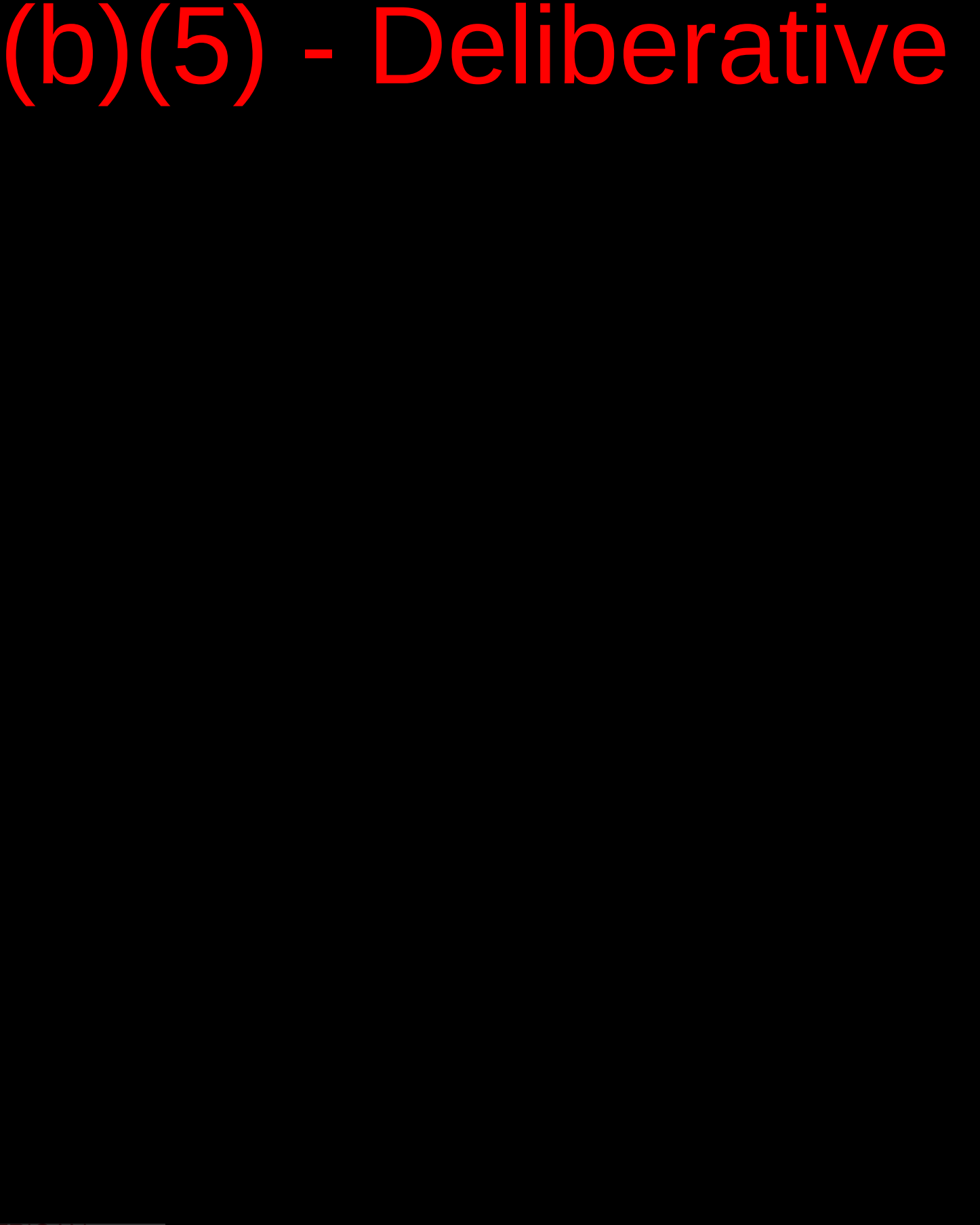
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(b)(5) - Deliberative

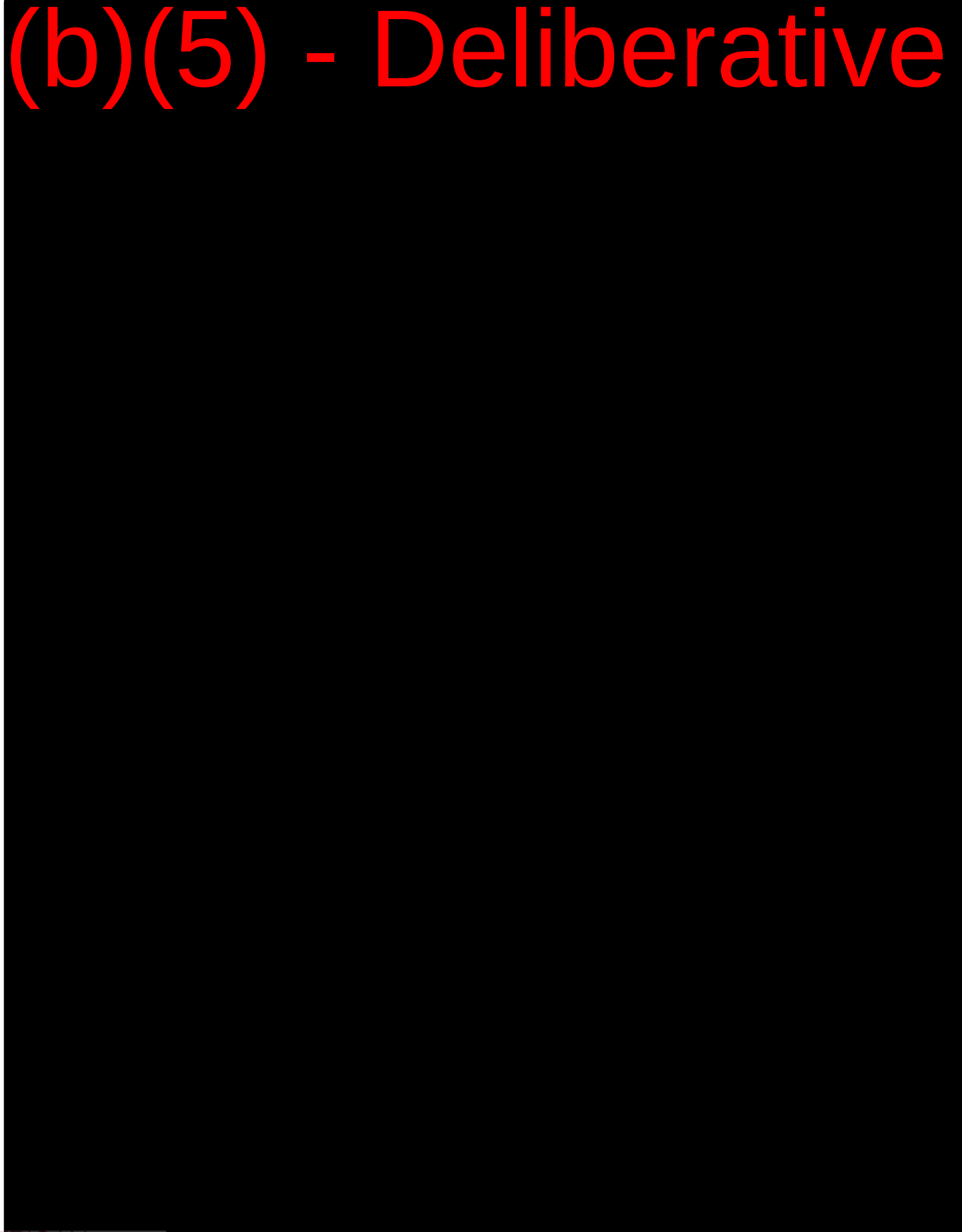
(b)(5) - Deliberative

Thank you,

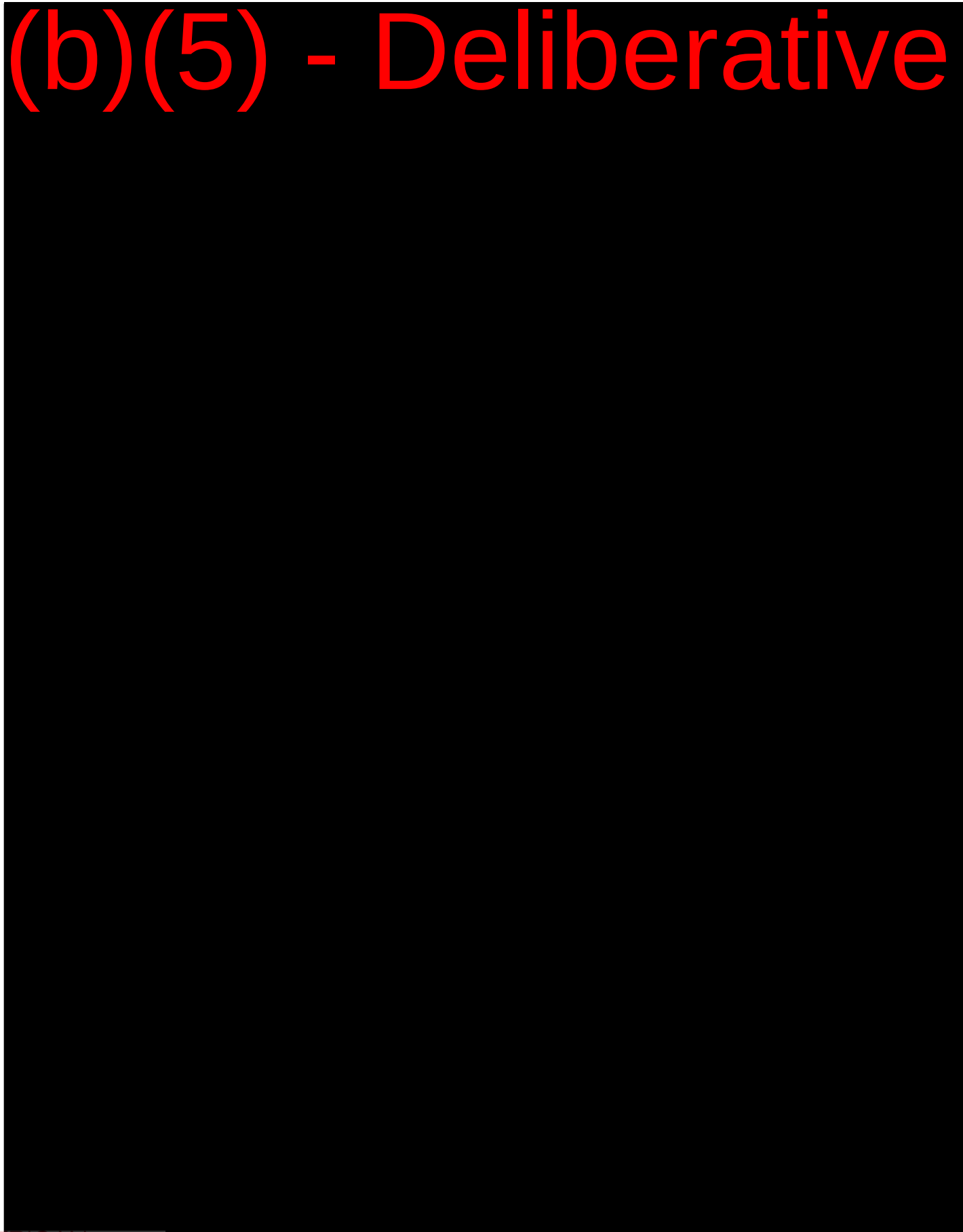
# (b)(5) - Deliberative



# (b)(5) - Deliberative

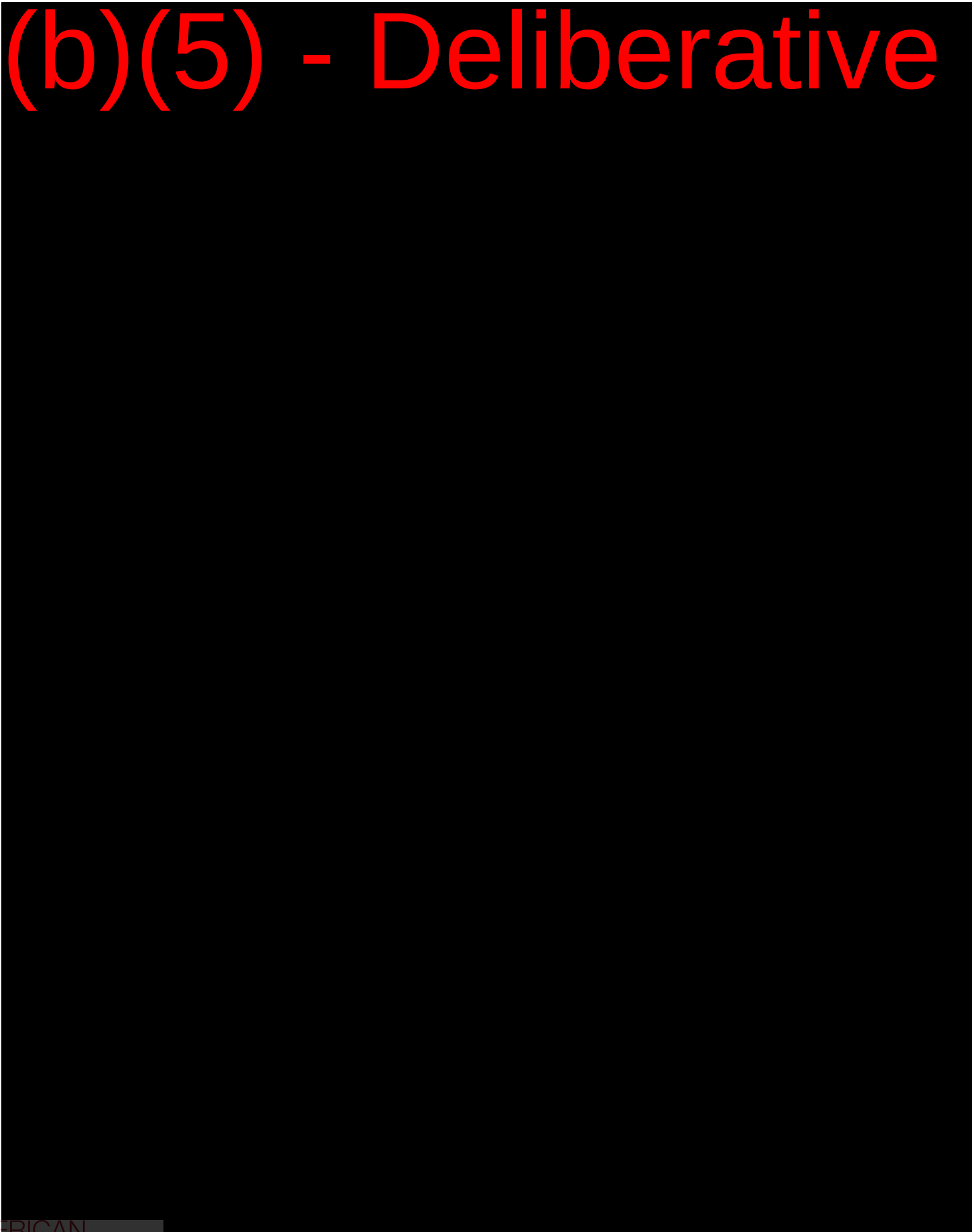


# (b)(5) - Deliberative

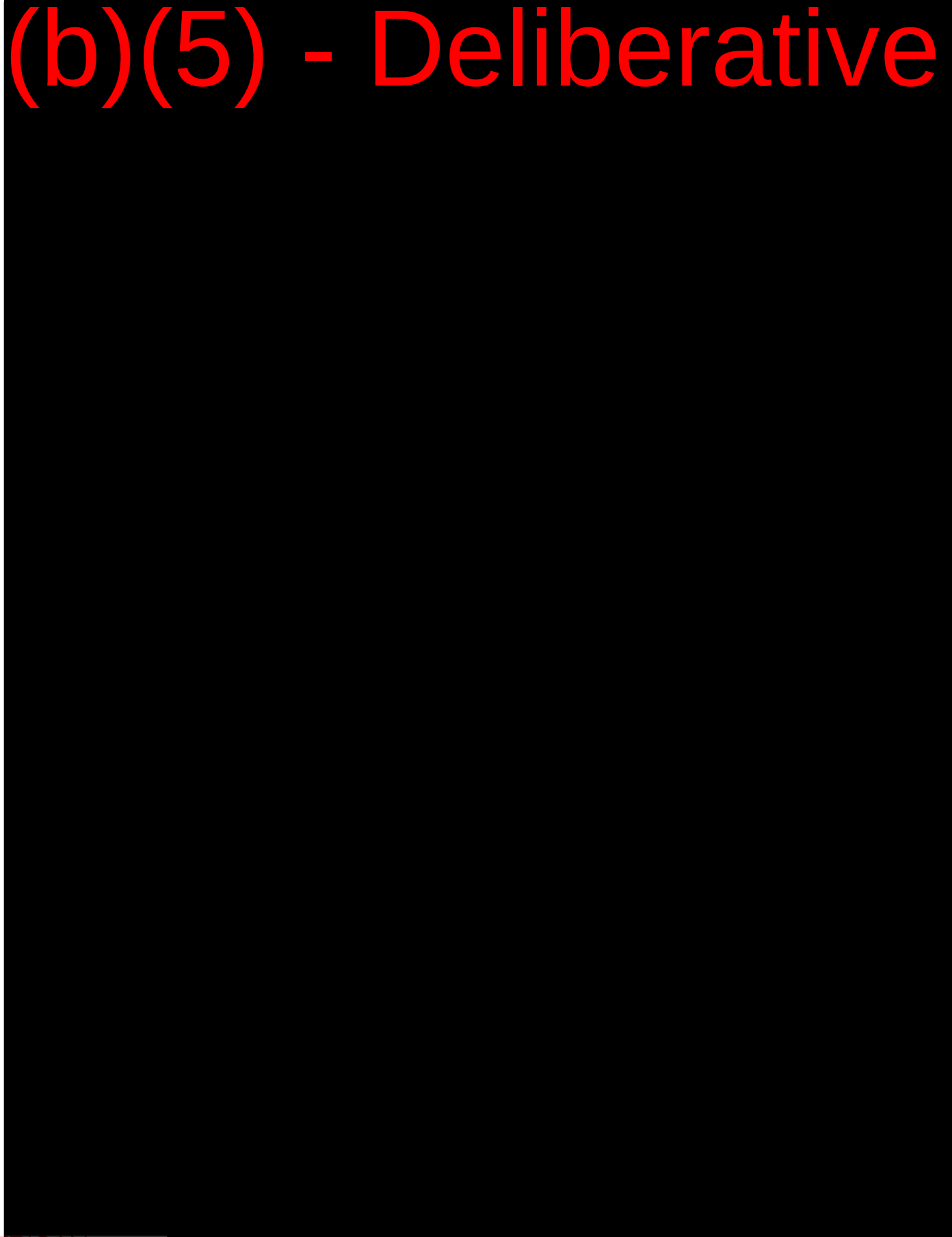




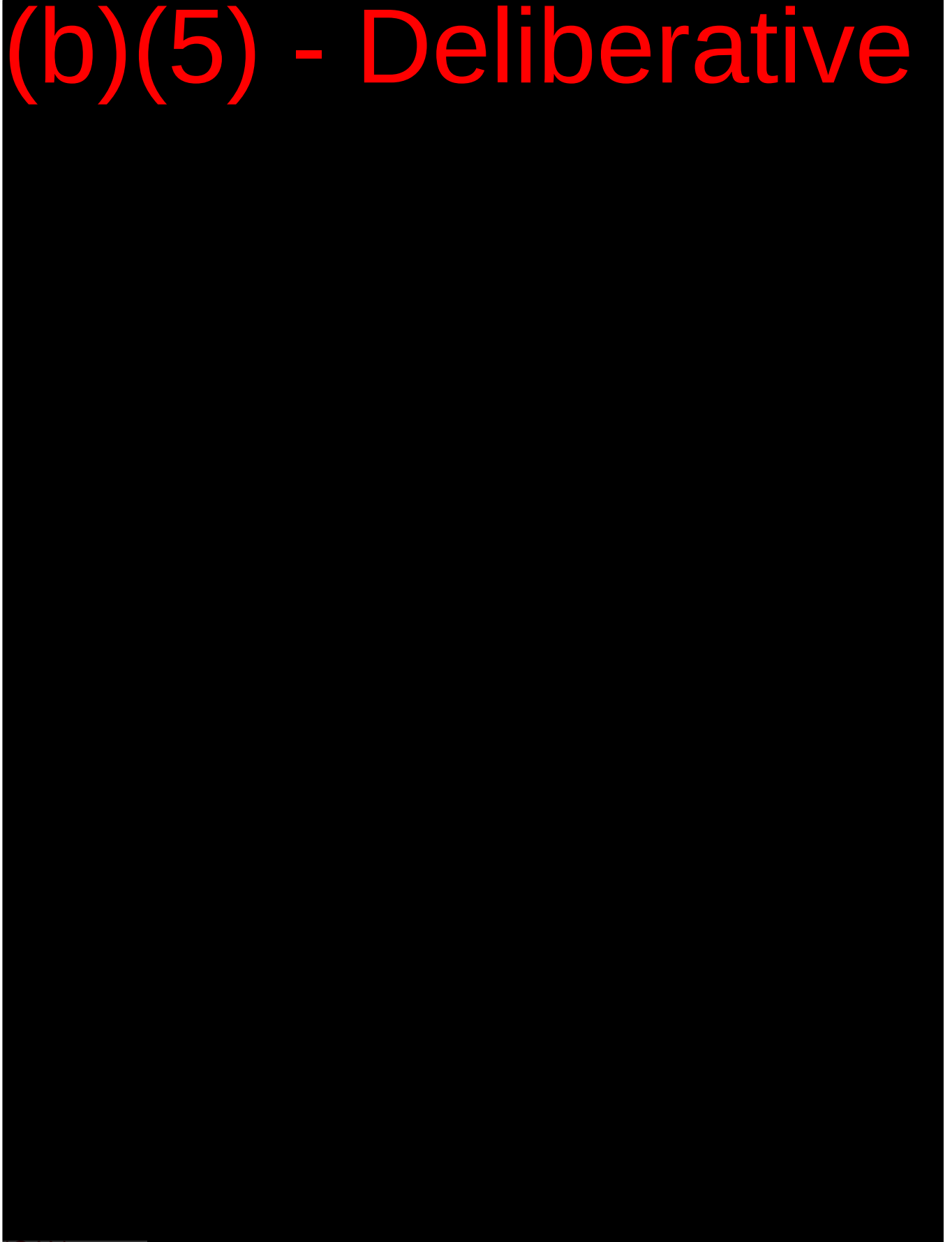
# (b)(5) - Deliberative



# (b)(5) - Deliberative



# (b)(5) - Deliberative



(b)(5) Deliberative Process

**From:** Summe, Erica - FAS,  
**Sent:** 5 Jun 2019 22:11:33 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Cc:** Brewster, Ryan - FAS, Washington, DC;Chaves, Barbara - FAS, Washington, DC;Perry, Robert - OSEC, Washington, DC  
**Subject:** Materials for Secretary Perdue's Meeting with Amb. Branstad  
**Attachments:** 19 06 10 Terry Branstad Biography.docx, China 3 charts 2018.pptx, 19 06 10 Perdue Branstad EB.docx, 19 06 10 Perdue Branstad Talking Points\_clean copy.docx

Zhulieta,                      Attachment 1: Non-Responsive Record (1 p.)  
                                    Attachment 2: Non-Responsive Record (3 pp.)  
See attached.                Attachment 3: Withheld under (b)(5) Deliberative exemption (3 pp.)

Thanks,

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**Erica Summe**  
*Deputy Chief of Staff*  
Foreign Agricultural Service  
United States Department of Agriculture  
Phone: (202) 720 – 7458  
Email: [Erica.Summe@fas.usda.gov](mailto:Erica.Summe@fas.usda.gov)

## Terry Branstad, United States Ambassador to China



On December 7, 2016, Governor Branstad announced that he had accepted the nomination from President-elect Donald Trump to serve as Ambassador of the United States to the People's Republic of China. He was sworn in on May 24, 2017.

Ambassador Branstad was born, raised and educated in Iowa. A native of Leland, he was elected to the Iowa House in 1972, 1974 and 1976, and elected as Iowa's lieutenant governor in 1978.

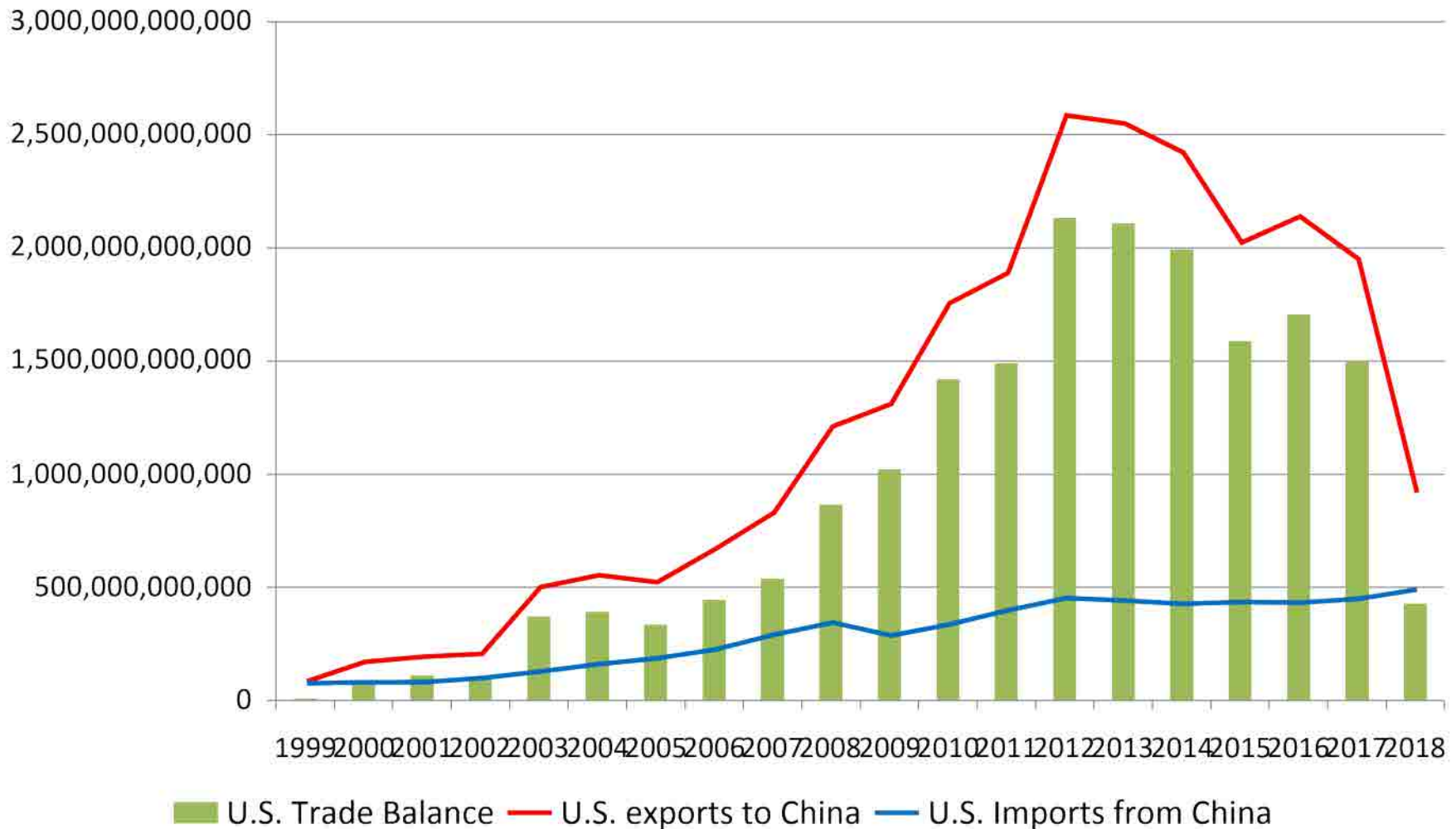
Mr. Branstad was Iowa's longest-serving governor, from 1983 to 1999. As the state's chief executive, he weathered some of Iowa's worst economic turmoil, during the farm crisis of the '80s, while helping lead the state's resurgence to a booming economy in the '90s.

At the end of his tenure, Iowa enjoyed record employment, an unprecedented \$900 million budget surplus, and the enactment of historic government overhauls that led to greater efficiencies in state government. As a result of Governor Branstad's hands-on, round-the-clock approach to economic development, Iowa's unemployment rate went from 8.5 percent when he took office to a record low 2.5 percent by the time he left in 1999.

Following his four terms as governor, Mr. Branstad served as president of Des Moines University (DMU). During his 6-year tenure, he grew the university into a world-class educational facility. Its graduates offer health care in all 50 states and in nearly every Iowa county. While there, he increased enrollment and the endowment and integrated new buildings, programs, and initiatives. In 2009, sensing a need for change in the way state government operates and wanting to "lead Iowa's comeback," Branstad retired from DMU and was elected governor in 2010.

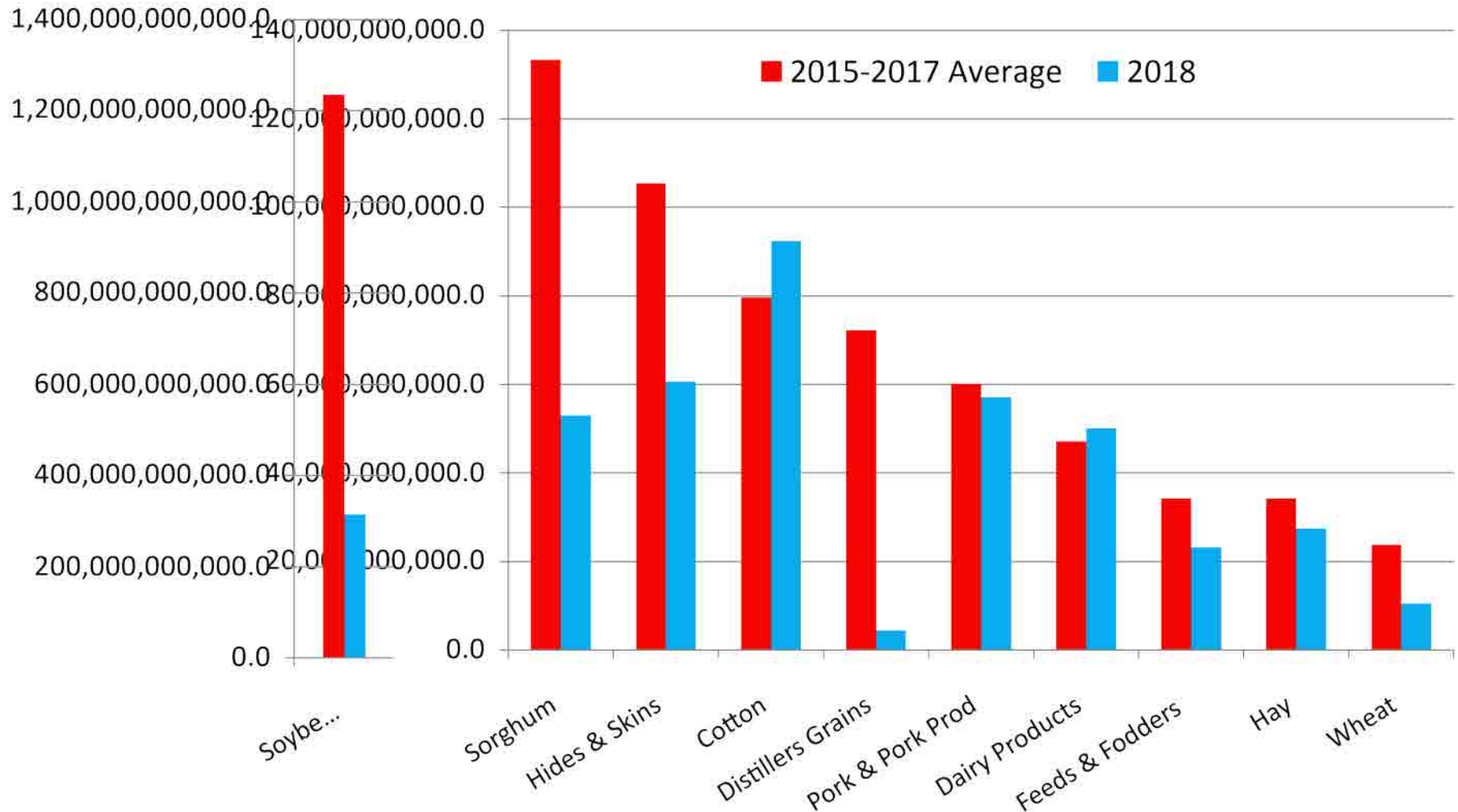
During his second tenure as Iowa governor from 2010 to 2017, the Legislature passed, and Governor Branstad signed, a 2-year budget with a 5-year projection for the first time in decades. This budget provided Iowa businesses the predictability and stability they needed to grow. Governor Branstad also signed historic investments in Iowa's infrastructure into law, including Iowa's roads and bridges, as well as the innovative Connect Every Acre Plan that expanded broadband internet to Iowa's agricultural industry, schools, businesses, and homes. In April 2017, Iowa Workforce Development announced that the state of Iowa's unemployment had fallen to 3.1 percent, well below the national average and 8th lowest in the country.

# U.S. Trade With China: Agricultural Products

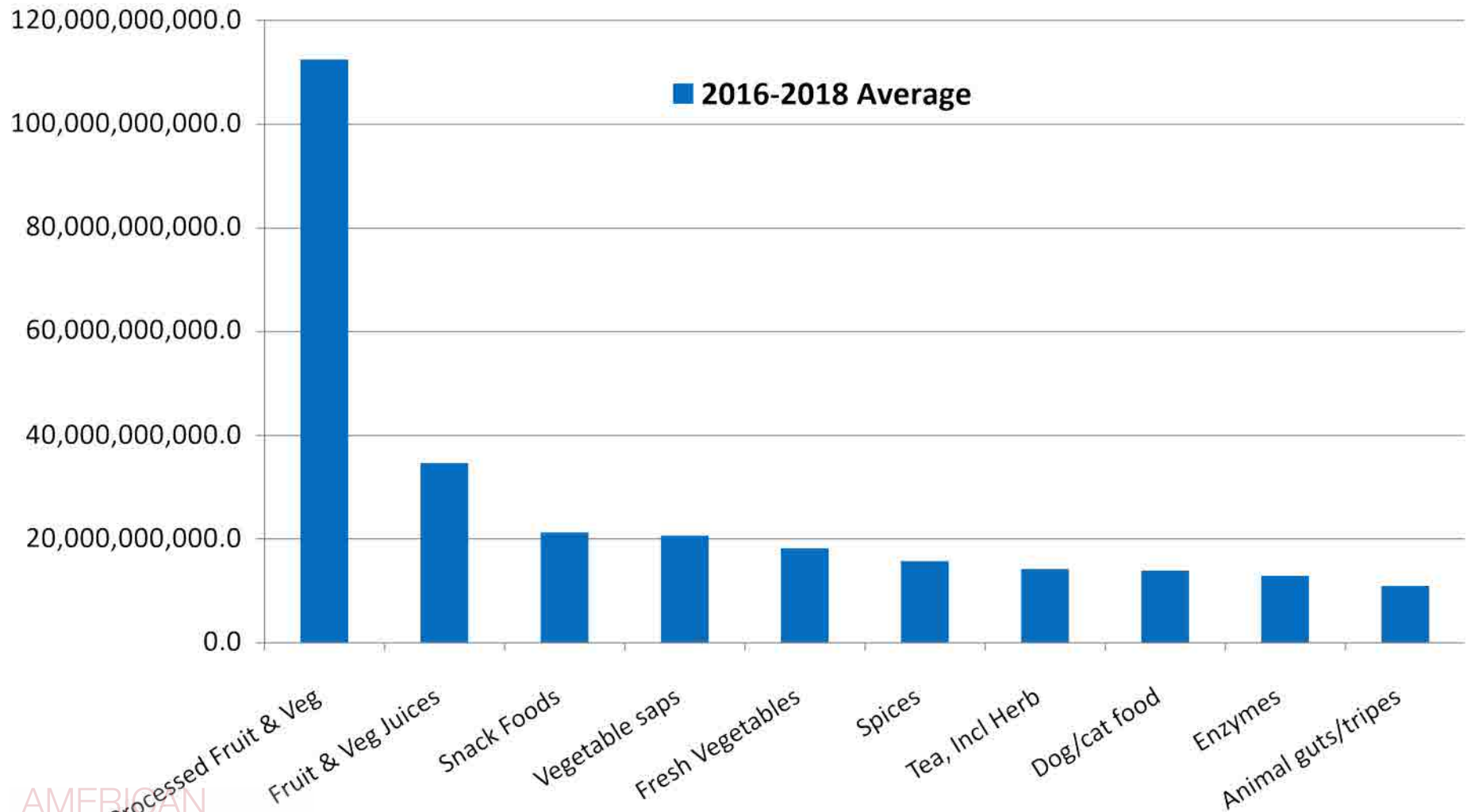




# Top U.S. Agricultural Exports to China



# Top U.S. Agricultural Imports from China



AMERICAN  
OVERSIGHT

Source: USDA FAS Global Agricultural Trade System (GATS) – BICO-HS10

USDA-20-0743-C-000147  
United States Department of Agriculture  
Foreign Agricultural Service

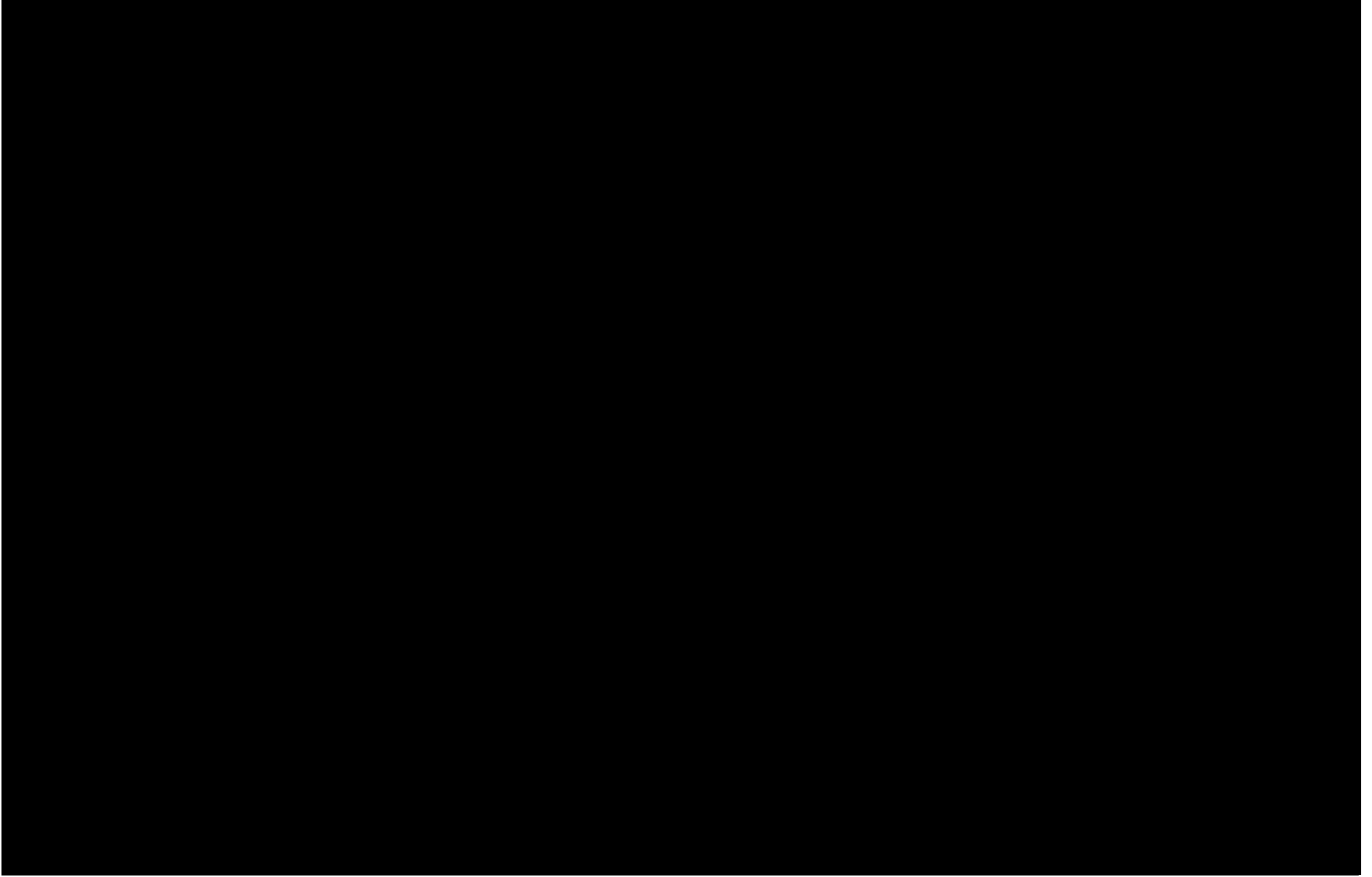




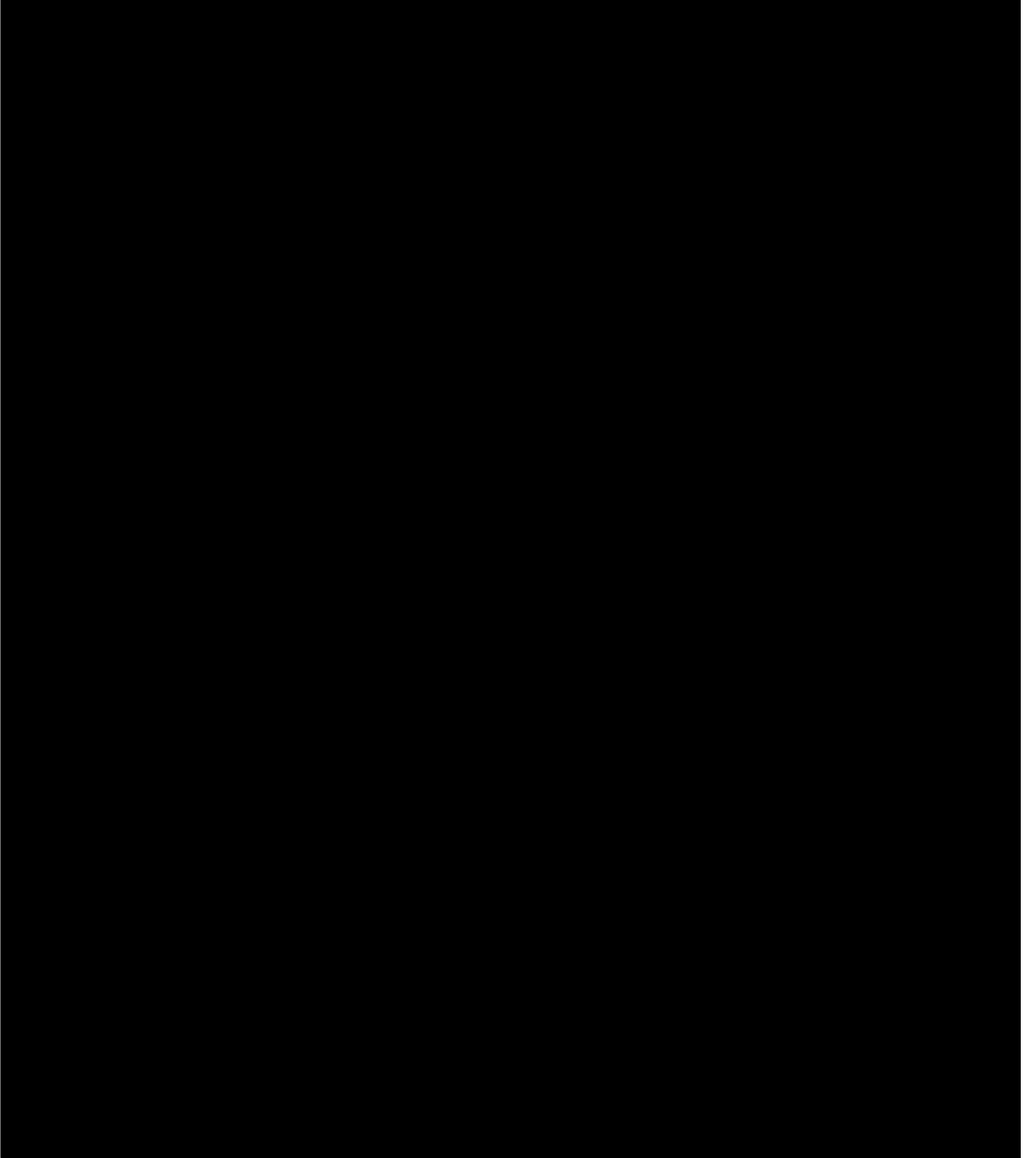
PRE-DECISIONAL, PRIVILEGED, DELIBERATIVE  
BRIEFING DOCUMENT

(b)(5) - Deliberative

(b)(5) - Deliberative



(b)(5) - Deliberative



**From:** Sheppard, Wade - FAS, Washington, DC  
**Sent:** 6 Jun 2019 20:10:38 +0000  
**To:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Subject:** RE: Branstad  
**Attachments:** Branstad Full Schedule June Visit -Draft.docx, 190610 BCL AMB Perdue.docx

**(b)(5) - Deliberative**

You might want **(b)(5) Deliberative Process** may want to review.

BTW, **(b)(5) Deliberative Process**

Cheers,  
Wade

Attachment 1: Non-Responsive Record (10 pp.)  
Attachment 2: Withheld under (b)(5) Deliberative exemption (7 pp.)

J. Wade Sheppard  
Senior Advisor for North Asia  
Office of Country and Regional Affairs  
Foreign Agricultural Service  
U.S. Department of Agriculture  
T (202) 720-4724  
C **(b) (6)**

---

**From:** Willbrand, Zhulieta - OSEC, Washington, DC  
**Sent:** Thursday, June 6, 2019 3:52 PM  
**To:** Sheppard, Wade - FAS, Washington, DC <Wade.Sheppard@fas.usda.gov>  
**Subject:** Branstad

Do you know by now **(b)(5) - Deliberative**? Thank you.



**Zhulieta Z. Willbrand**  
Chief of Staff  
Trade and Foreign Agricultural Affairs  
United States Department of Agriculture

**Desk:** 202-720-2797  
**Cell:** **(b) (6)**

Updated June 6, 2019 @ 5:00 p.m. EST



***U.S. Embassy Beijing***  
Schedule for Ambassador Branstad  
Visit to Washington, D.C.  
Sunday, June 9 – Wednesday, June 12

**Washington Weather Conditions:**

Sunday, June 9: TBD

Monday, June 10: TBD

Tuesday, June 11: TBD

Wednesday, June 12: TBD

| Delegation Members                                                                                   | Mobile Number |
|------------------------------------------------------------------------------------------------------|---------------|
| Ambassador Terry Branstad<br>Steve Churchill, Ambassador's Chief of Staff                            | (b) (6)       |
| Jim Brown, Language Attaché<br>Steve Green, Commercial Counselor<br>Frank Joseph, Commercial Officer | (b) (6)       |

**Control Officer (DC)**

Bon Fleming

Office: (b) (6)  
Work Cell: (b) (6)  
Other Cell: (b) (6)

E-Mail: [FlemingBE@state.gov](mailto:FlemingBE@state.gov)

**EAP/CM Director**

Rick Waters

Office: (b) (6)  
BB: (b) (6)  
Cell: (b) (6)

E-Mail: [WatersJR@state.gov](mailto:WatersJR@state.gov)

**Hotel**

Check in on June 9

Check out on June 12

(b) (6)



**Flight Information**

Sunday, June 9

(b) (6)

Monday, June 10

*Jim Brown's Arrival:* (b) (6)

(b) (6)

Wednesday, June 12

(b) (6)

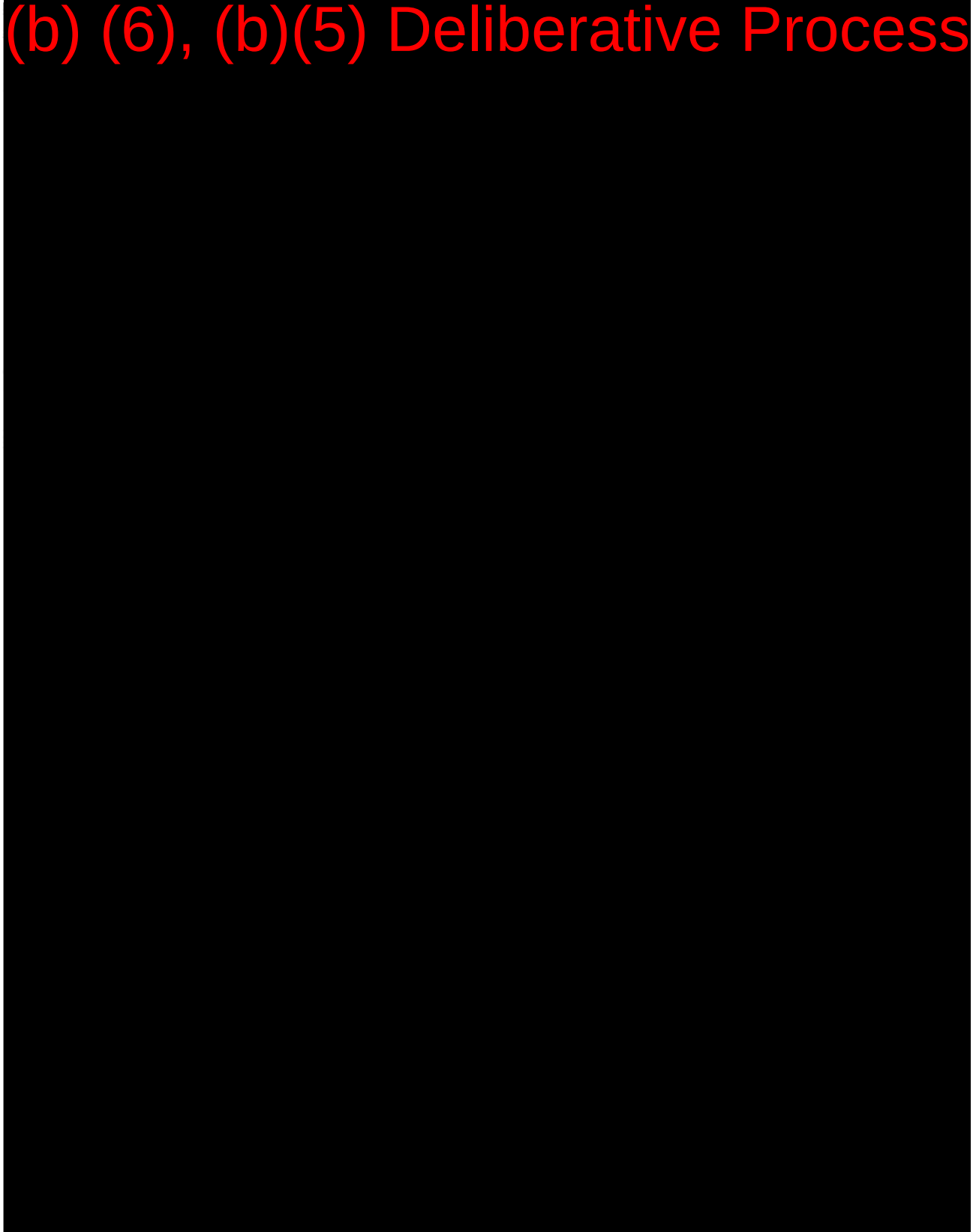
**SCHEDULE**

**Sunday, June 9** (Attire: Casual)

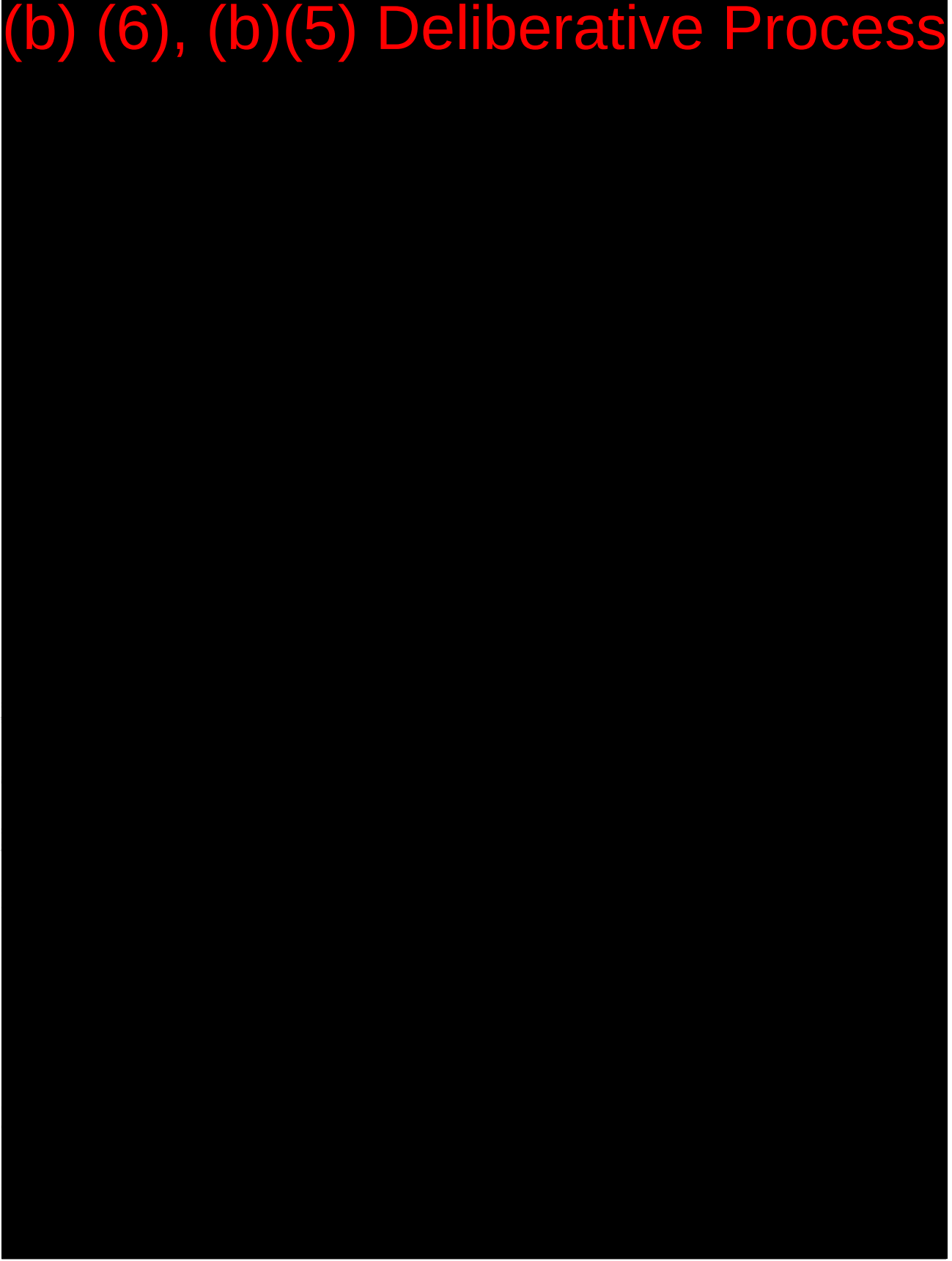
(b) (6), (b)(5) Deliberative Process

RON

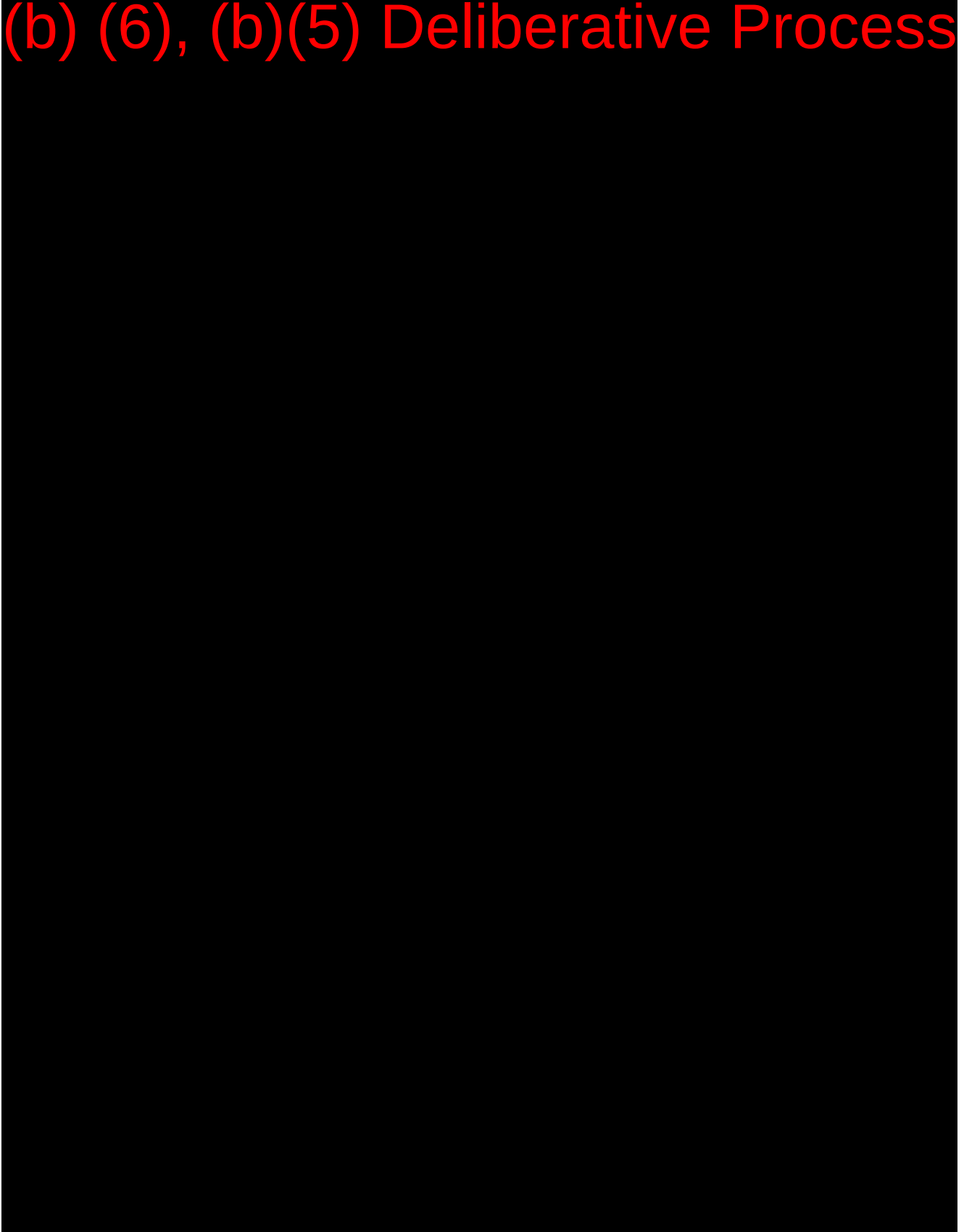
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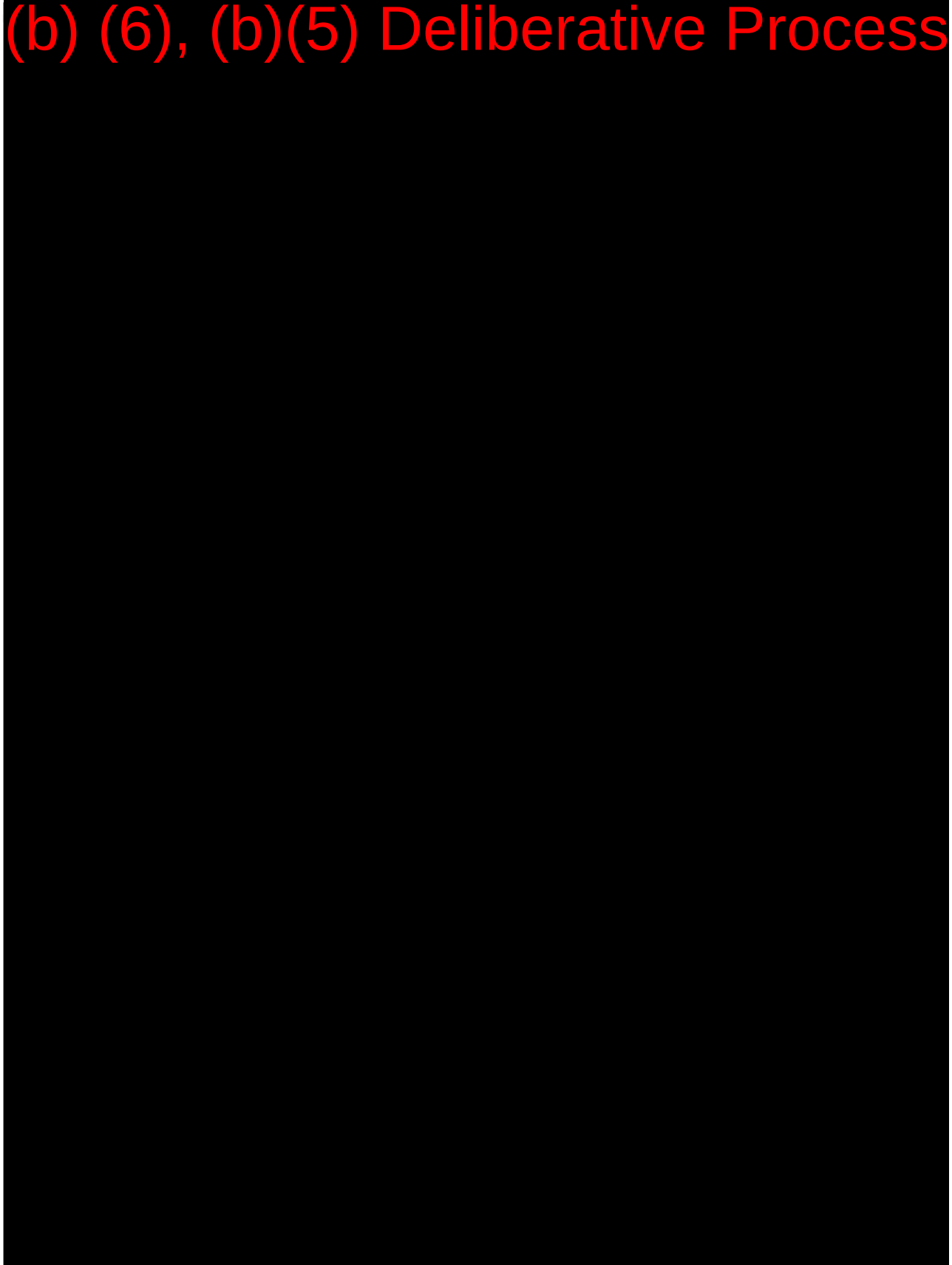
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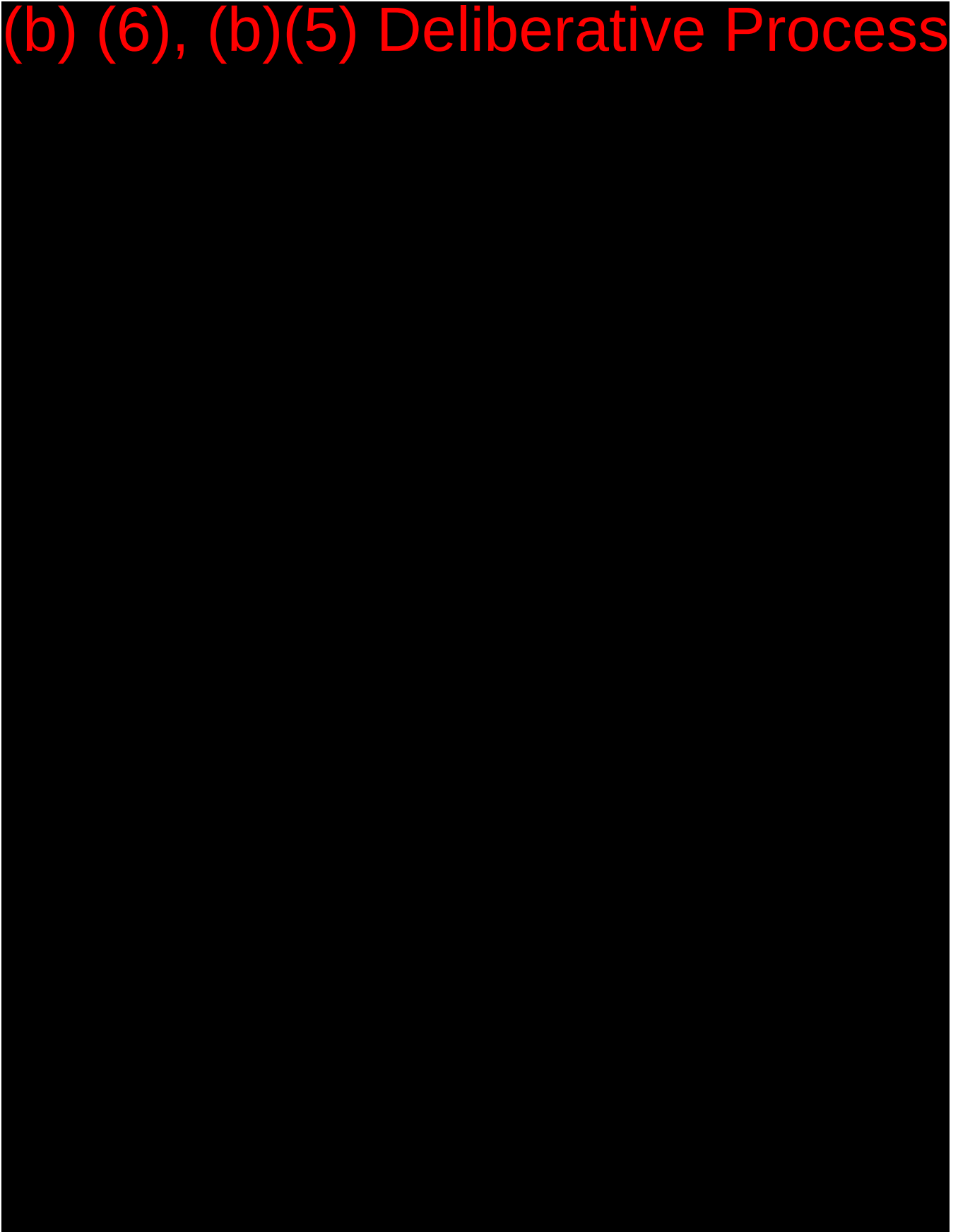
(b) (6), (b)(5) Deliberative Process



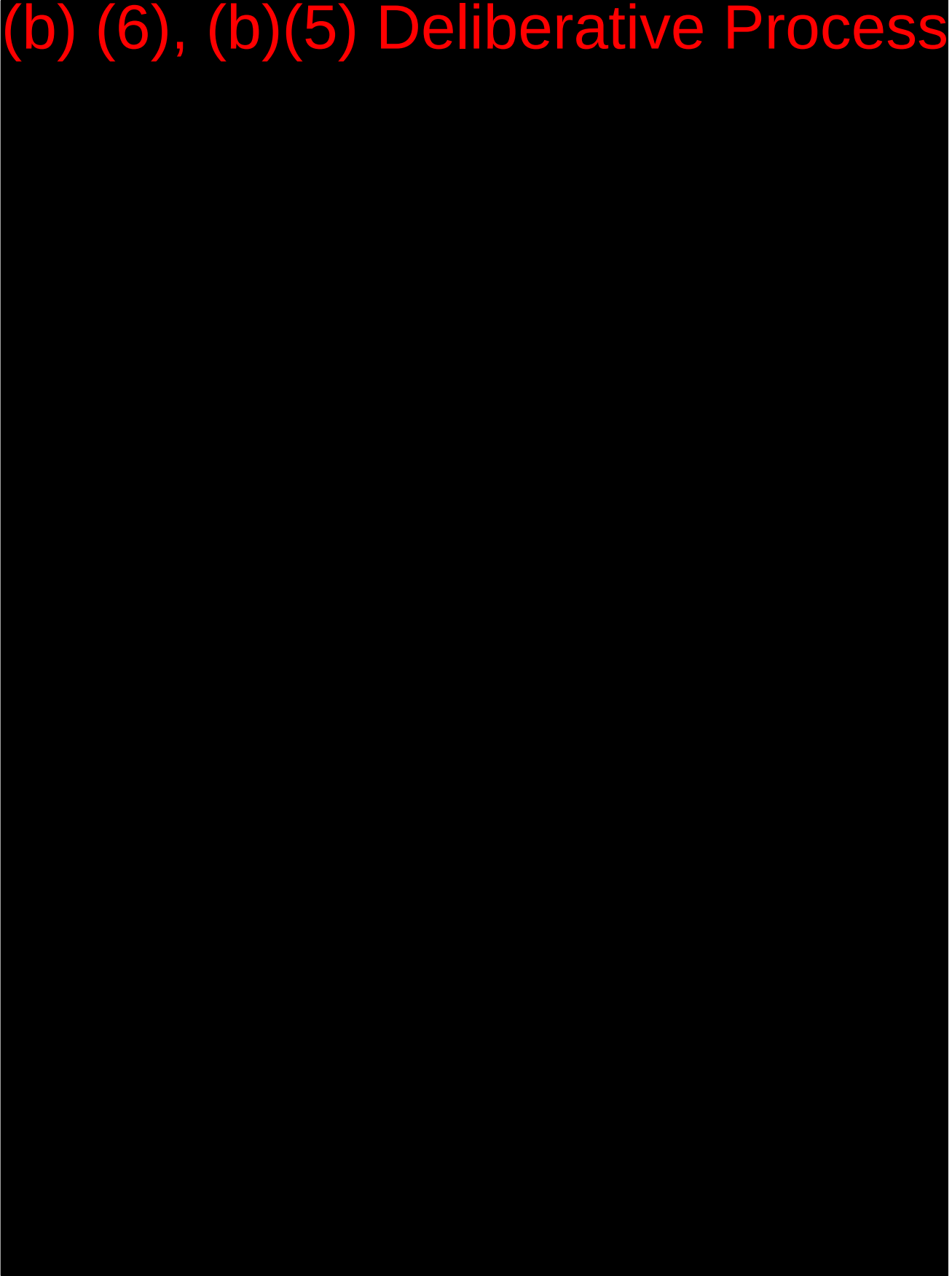
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(b) (6), (b)(5) Deliberative Process

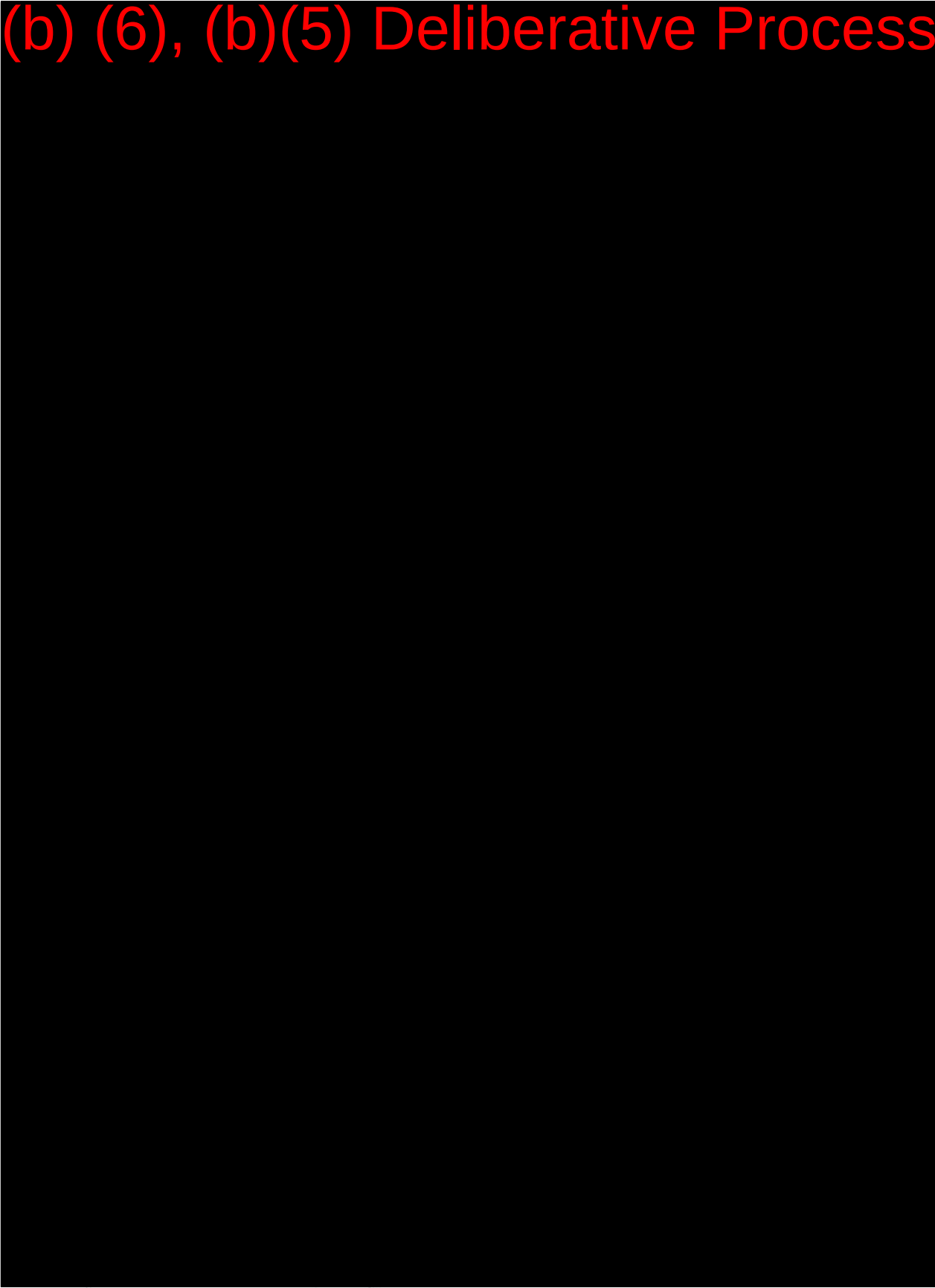


(b) (6), (b)(5) Deliberative Process

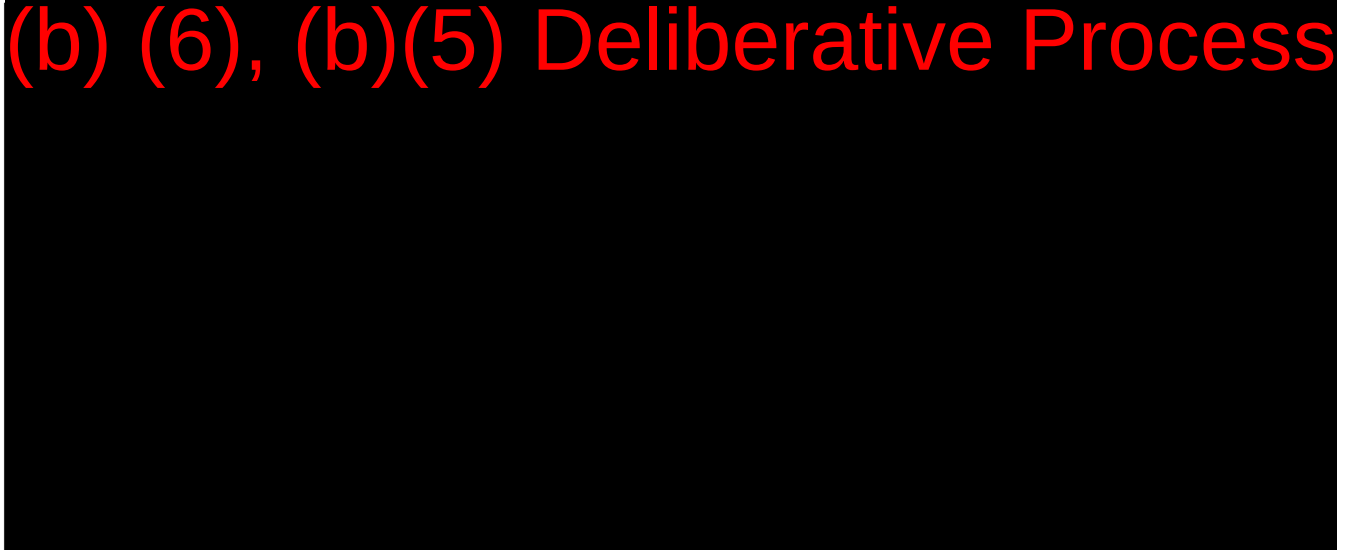




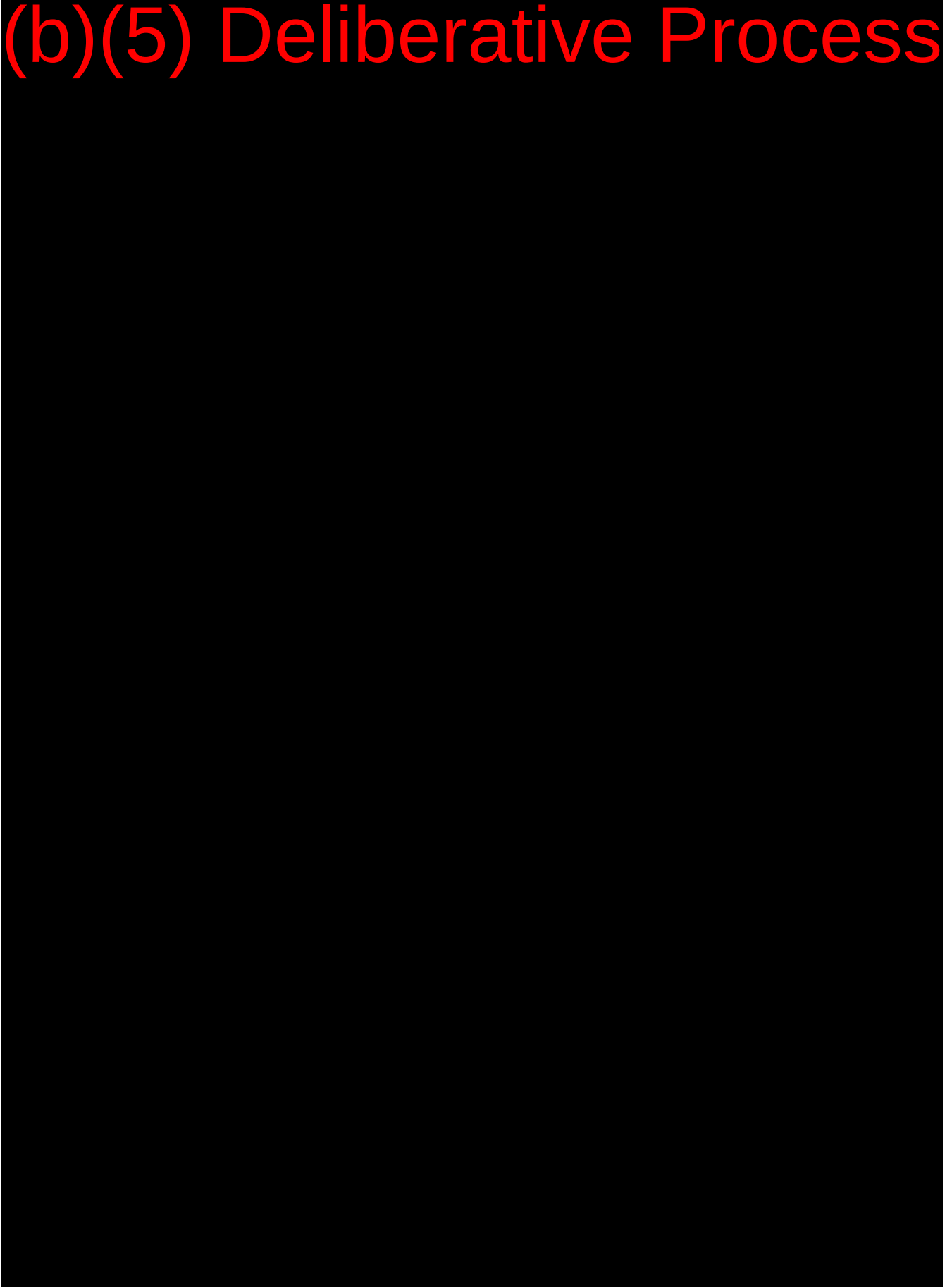
(b) (6), (b)(5) Deliberative Process



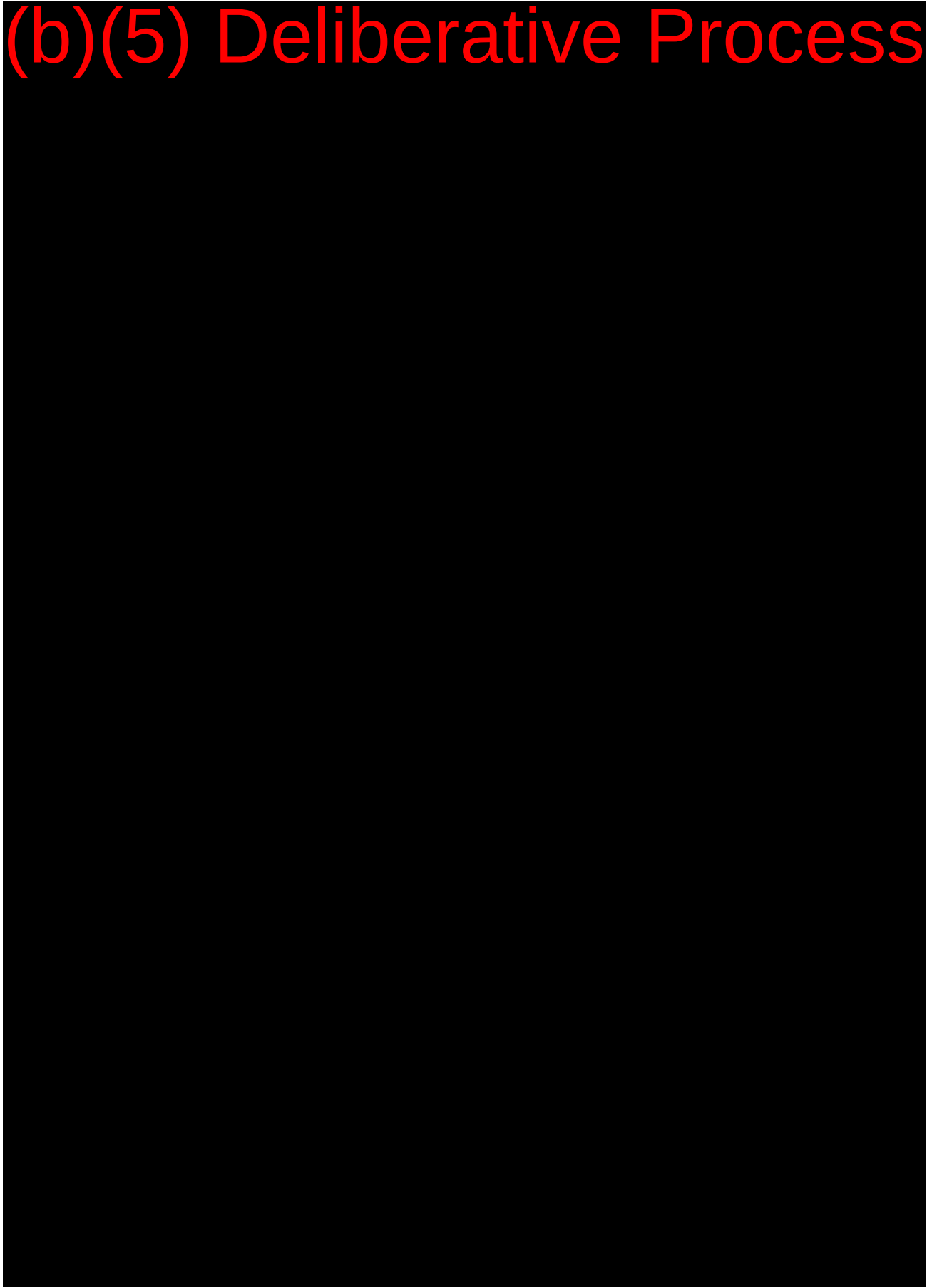
(b) (6), (b)(5) Deliberative Process



# (b)(5) Deliberative Process



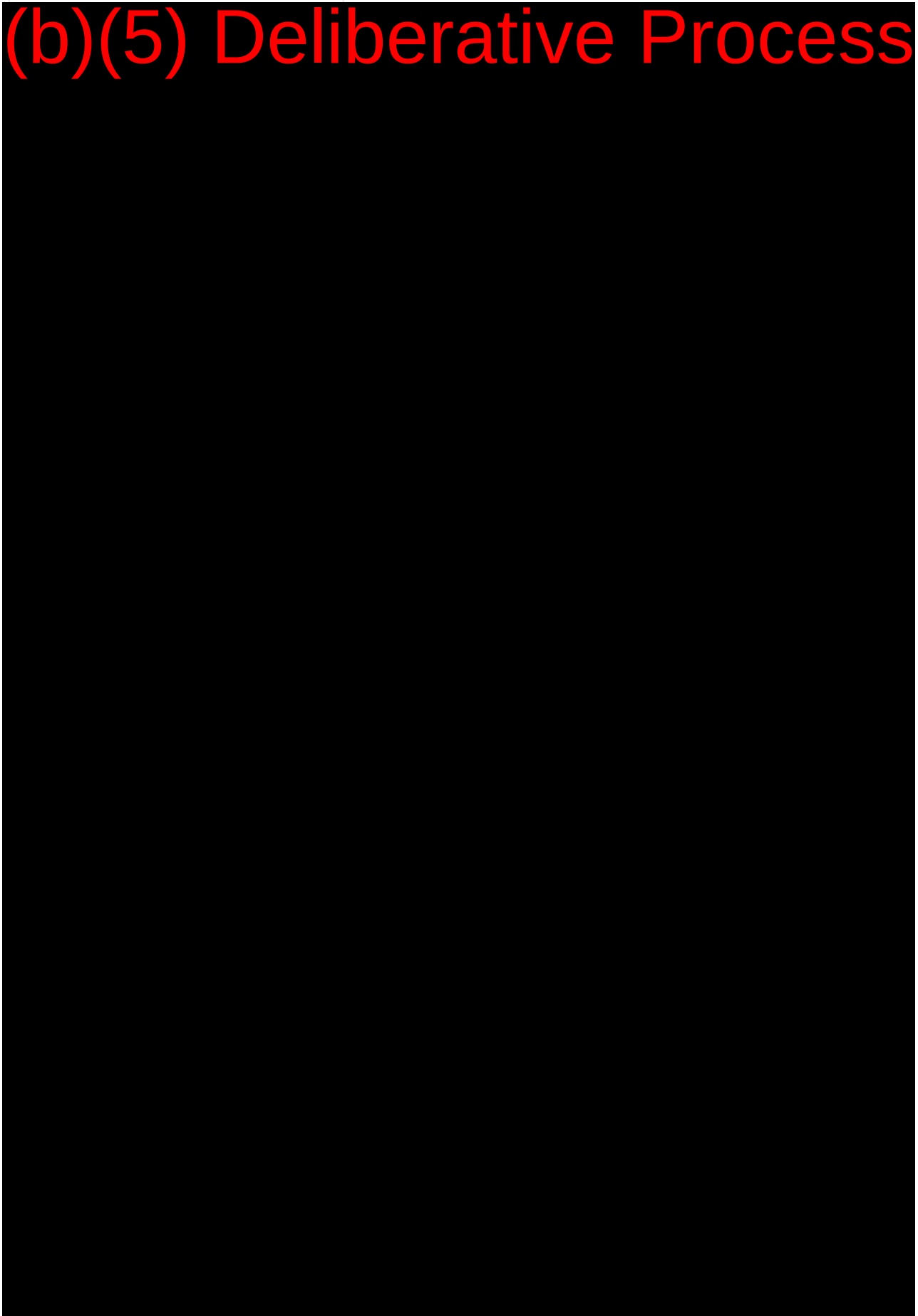
# (b)(5) Deliberative Process



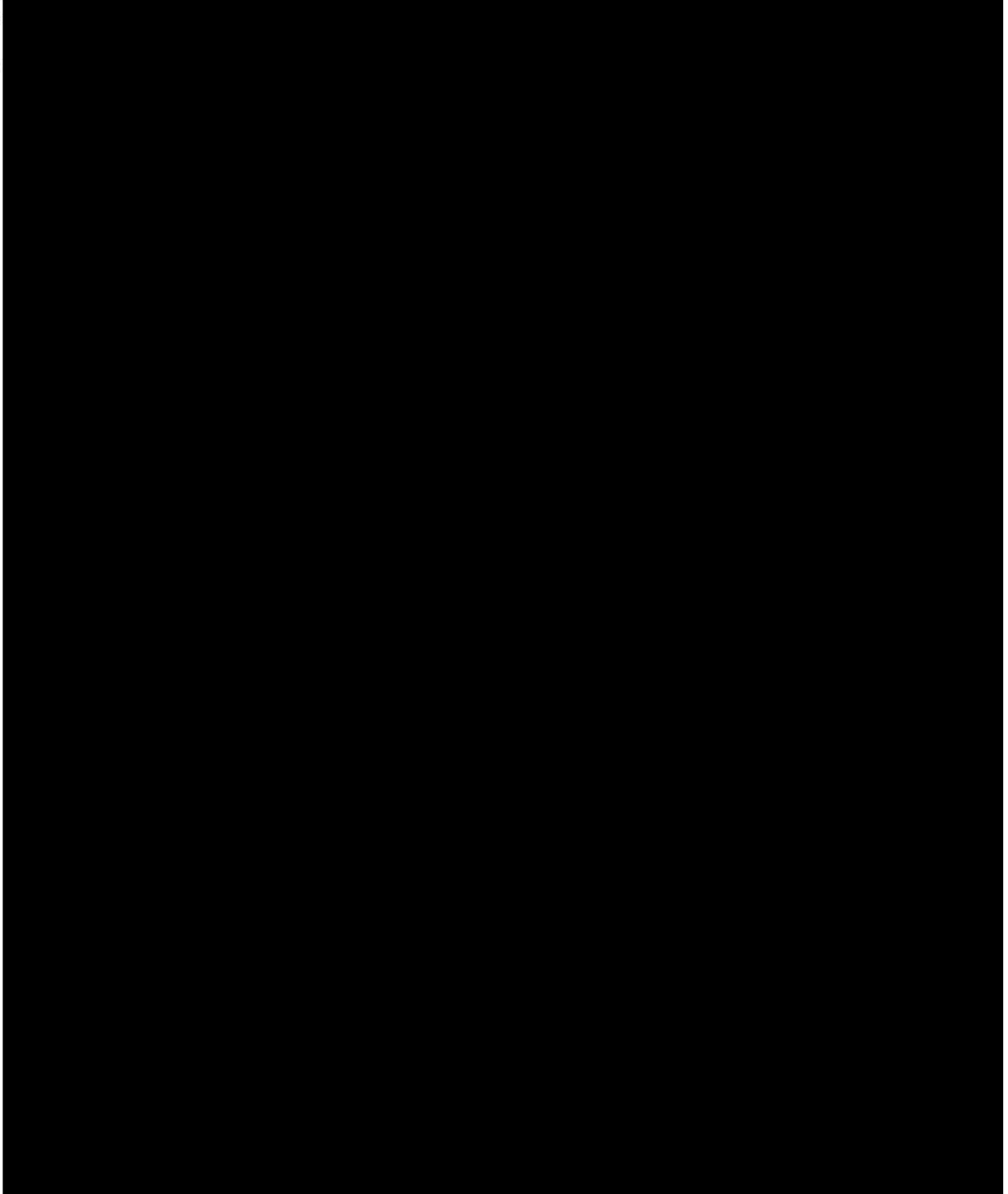
(b)(5) Deliberative Process



# (b)(5) Deliberative Process

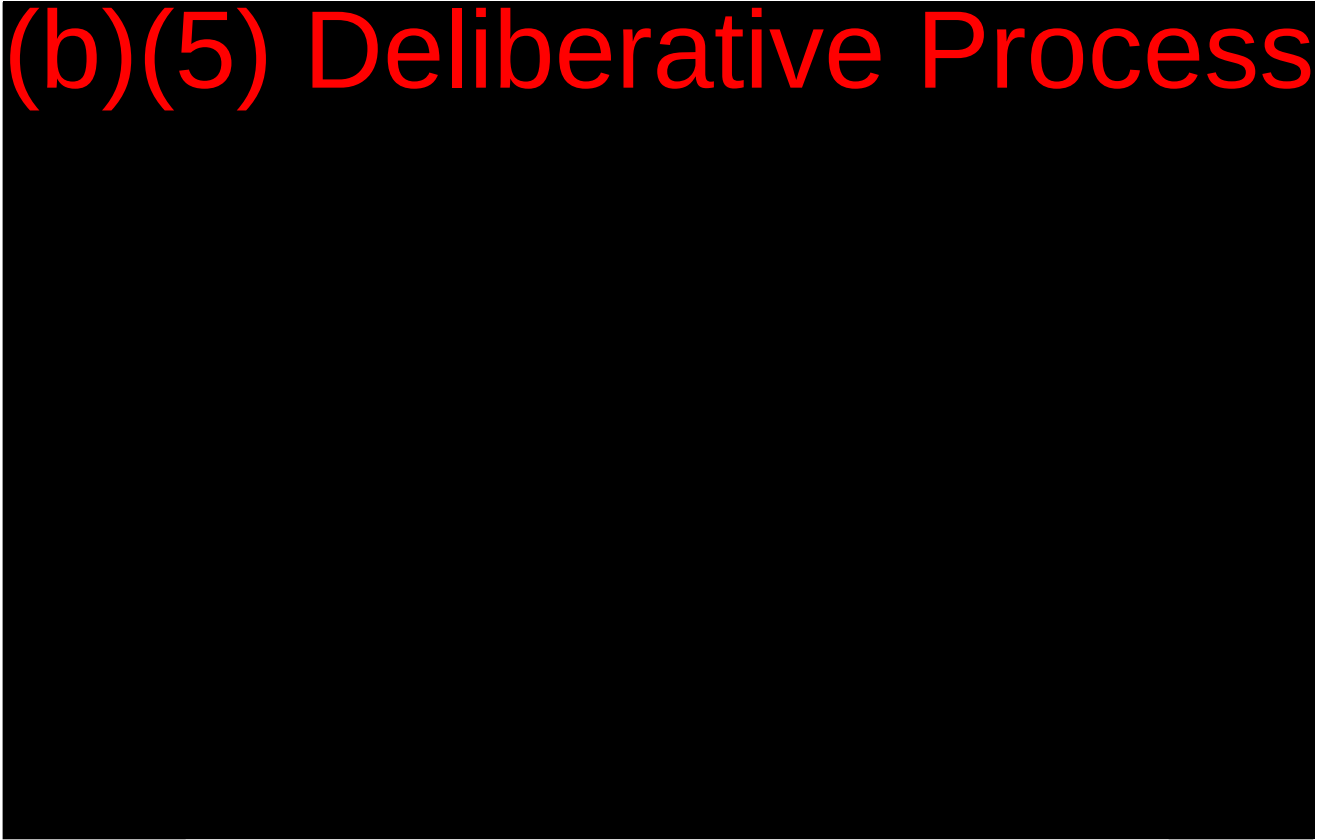


(b)(5) Deliberative Process





(b)(5) Deliberative Process



(b)(5) Deliberative Process



**From:** Rodgers, Meghan - OC, Washington, DC  
**Sent:** 23 May 2019 15:10:32 +0000 Stephen Censky  
**To:** Tkacz, Kailee - OSEC, Washington, DC; CLS1, SLC1 - OSEC, Washington, DC; Osterlind, Anna - OSEC, Washington, DC; Lee, Evan - OSEC, Washington, DC; Hafemeister, Jason - OSEC, Washington, DC; CloverAdams, Jamie - OSEC, Washington, DC; Northey, Bill - OSEC, Washington, DC; Johansson, Robert - OCE; Preston, Warren - OCE; Adcock, Rebeckah - OSEC, Washington, DC; LINDEN, RALPH - OGC, Washington D.C.; Lipps, Brandon - OSEC, Washington, DC; Lyons, Maggie - OSEC, Washington, DC; Ibach, Greg - OSEC, Washington, DC; Walker, Lorren - OSEC, Washington, DC; Rich, Michawn - OC, Washington, DC; Varsamis, Alec - OC 20174, Washington, DC; Shuford, Campbell - OSEC, Washington, DC; Young, Joby - OSEC, Washington, DC; McKinney, Ted - OSEC, Washington, DC; Bachmann, Peter - OSEC Washington, DC; MacGregor, Robert - OSEC, Washington, DC; Brady, Lillie - OSEC, Washington, DC; Barbic, Ken - OSEC, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC; Navarro, Erica - OBPA, Washington, DC; Hafemeister, Jason - OSEC, Washington, DC  
**Subject:** RE: CLOSE HOLD ROLL OUT MATERIALS 2.0 -HOLD ON SHARING PRESS RELEASE  
**Attachments:** EMBARGOED Farmer Support Package Release 5.23.19.docx

I apologize everyone, attached is the final. The only change was (b)(5) Deliberative Process  
(b)(5) - Deliberative

---

**From:** Rodgers, Meghan - OC, Washington, DC  
**Sent:** Thursday, May 23, 2019 10:50 AM Stephen Censky  
**To:** Tkacz, Kailee - OSEC, Washington, DC <kailee.tkacz@usda.gov>; CLS1, SLC1 - OSEC, Washington, DC <SLC1@usda.gov>; Osterlind, Anna - OSEC, Washington, DC <Anna.Osterlind@usda.gov>; Lee, Evan - OSEC, Washington, DC <evan.lee@usda.gov>; Hafemeister, Jason - OSEC, Washington, DC <Jason.Hafemeister1@usda.gov>; CloverAdams, Jamie - OSEC, Washington, DC <jamie.cloveradams@usda.gov>; Northey, Bill - OSEC, Washington, DC <Bill.Northey@usda.gov>; Johansson, Robert - OCE <robert.johansson@usda.gov>; Preston, Warren - OCE <warren.preston@usda.gov>; Adcock, Rebeckah - OSEC, Washington, DC <Rebeckah.Adcock@usda.gov>; LINDEN, RALPH - OGC, Washington D.C. <ralph.linden@usda.gov>; Lipps, Brandon - OSEC, Washington, DC <brandon.lipps@usda.gov>; Lyons, Maggie - OSEC, Washington, DC <Maggie.Lyons@usda.gov>; Ibach, Greg - OSEC, Washington, DC <Greg.Ibach@usda.gov>; Walker, Lorren - OSEC, Washington, DC <Lorren.Walker@usda.gov>; Rich, Michawn - OC, Washington, DC <michawn.rich@usda.gov>; Varsamis, Alec - OC 20174, Washington, DC <alec.varsamis@usda.gov>; Shuford, Campbell - OSEC, Washington, DC <campbell.shuford@usda.gov>; Young, Joby - OSEC, Washington, DC <joby.young@usda.gov>; McKinney, Ted - OSEC, Washington, DC <Ted.McKinney@usda.gov>; Bachmann, Peter - OSEC Washington, DC <peter.bachmann@usda.gov>; MacGregor, Robert - OSEC, Washington, DC <Robert.MacGregor2@usda.gov>; Brady, Lillie - OSEC, Washington, DC <lillie.brady@usda.gov>; Barbic, Ken - OSEC, Washington, DC <Ken.Barbic@usda.gov>; Willbrand, Zhulieta - OSEC, Washington, DC <zhuilieta.z.willbrand@usda.gov>; Navarro, Erica - OBPA, Washington, DC <erica.navarro@usda.gov>; Hafemeister, Jason - OSEC, Washington, DC <Jason.Hafemeister1@usda.gov>  
**Subject:** RE: CLOSE HOLD ROLL OUT MATERIALS 2.0 -HOLD ON SHARING PRESS RELEASE

(b)(5) Deliberative Process edits is attached.

---

**From:** Tkacz, Kailee - OSEC, Washington, DC  
**Sent:** Thursday, May 23, 2019 10:48 AM Stephen Censky  
**To:** CLS1, SLC1 - OSEC, Washington, DC <SLC1@usda.gov>; Osterlind, Anna - OSEC, Washington, DC



<[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Johansson, Robert - OCE <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Navarro, Erica - OBPA, Washington, DC <[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>

**Subject:** RE: CLOSE HOLD ROLL OUT MATERIALS 2.0 -HOLD ON SHARING PRESS RELEASE

**Importance:** High

(b)(5) - Deliberative

Thanks for your patience.

**From:** CLS1, SLC1 - OSEC, Washington, DC

Stephen Censky

**Sent:** Thursday, May 23, 2019 10:16 AM

**To:** Osterlind, Anna - OSEC, Washington, DC <[Anna.Osterlind@usda.gov](mailto:Anna.Osterlind@usda.gov)>; Lee, Evan - OSEC, Washington, DC <[evan.lee@usda.gov](mailto:evan.lee@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC <[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>; CloverAdams, Jamie - OSEC, Washington, DC <[jamie.cloveradams@usda.gov](mailto:jamie.cloveradams@usda.gov)>; Northey, Bill - OSEC, Washington, DC <[Bill.Northey@usda.gov](mailto:Bill.Northey@usda.gov)>; Johansson, Robert - OCE <[robert.johansson@usda.gov](mailto:robert.johansson@usda.gov)>; Preston, Warren - OCE <[warren.preston@usda.gov](mailto:warren.preston@usda.gov)>; Adcock, Rebeckah - OSEC, Washington, DC <[Rebeckah.Adcock@usda.gov](mailto:Rebeckah.Adcock@usda.gov)>; LINDEN, RALPH - OGC, Washington D.C. <[ralph.linden@usda.gov](mailto:ralph.linden@usda.gov)>; Lipps, Brandon - OSEC, Washington, DC <[brandon.lipps@usda.gov](mailto:brandon.lipps@usda.gov)>; Lyons, Maggie - OSEC, Washington, DC <[Maggie.Lyons@usda.gov](mailto:Maggie.Lyons@usda.gov)>; Ibach, Greg - OSEC, Washington, DC <[Greg.Ibach@usda.gov](mailto:Greg.Ibach@usda.gov)>; Walker, Lorren - OSEC, Washington, DC <[Lorren.Walker@usda.gov](mailto:Lorren.Walker@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Varsamis, Alec - OC 20174, Washington, DC <[alec.varsamis@usda.gov](mailto:alec.varsamis@usda.gov)>; Shuford, Campbell - OSEC, Washington, DC <[campbell.shuford@usda.gov](mailto:campbell.shuford@usda.gov)>; Young, Joby - OSEC, Washington, DC <[joby.young@usda.gov](mailto:joby.young@usda.gov)>; McKinney, Ted - OSEC, Washington, DC <[Ted.McKinney@usda.gov](mailto:Ted.McKinney@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; MacGregor, Robert - OSEC, Washington, DC <[Robert.MacGregor2@usda.gov](mailto:Robert.MacGregor2@usda.gov)>; Brady, Lillie - OSEC, Washington, DC <[lillie.brady@usda.gov](mailto:lillie.brady@usda.gov)>; Barbic, Ken - OSEC, Washington, DC <[Ken.Barbic@usda.gov](mailto:Ken.Barbic@usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Tkacz, Kailee - OSEC,

Washington, DC <[kailee.tkacz@usda.gov](mailto:kailee.tkacz@usda.gov)>; Navarro, Erica - OBPA, Washington, DC  
<[erica.navarro@usda.gov](mailto:erica.navarro@usda.gov)>; Hafemeister, Jason - OSEC, Washington, DC  
<[Jason.Hafemeister1@usda.gov](mailto:Jason.Hafemeister1@usda.gov)>

**Subject:** CLOSE HOLD ROLL OUT MATERIALS 2.0

**Importance:** High

All,

As a follow-up to our meeting this morning, attached are the revised materials.

As you (b)(5) - Deliberative

(b)(5) - Deliberative

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(b)(5) - Deliberative

(b)(5) - Deliberative

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(b)(5) - Deliberative

Thank you,

Steve

Stephen L. Censky  
Deputy Secretary  
U.S. Department of Agriculture  
Office (b) (6)

All:

As you begin

(b)(5) - Deliberative

(b)(5) - Deliberative

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(b)(5) - Deliberative

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(b)(5) - Deliberative

Thank you,



## USDA Announces Support for Farmers Impacted by Unjustified Retaliation and Trade Disruption

(Washington, D.C., May 23, 2019) – U.S. Secretary of Agriculture Sonny Perdue today announced that the U.S. Department of Agriculture (USDA) will take several actions to assist farmers in response to trade damage from unjustified retaliation and trade disruption. President Trump directed Secretary Perdue to craft a relief strategy to support American agricultural producers while the Administration continues to work on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. Specifically, the President has authorized USDA to provide up to \$16 billion in programs, which is in line with the estimated impacts of unjustified retaliatory tariffs on U.S. agricultural goods and other trade disruptions. These programs will assist agricultural producers while President Trump works to address long-standing market access barriers.

“China hasn’t played by the rules for a long time and President Trump is standing up to them, sending the clear message that the United States will no longer tolerate their unfair trade practices, which include non-tariff trade barriers and the theft of intellectual property. President Trump has great affection for America’s farmers and ranchers, and he knows they are bearing the brunt of these trade disputes. In fact, I’ve never known of a president that has been more concerned or interested in farmer wellbeing and long-term profitability than President Trump,” said Secretary Perdue. “The plan we are announcing today ensures farmers do not bear the brunt of unfair retaliatory tariffs imposed by China and other trading partners. Our team at USDA reflected on what worked well and gathered feedback on last year’s program to make this one even stronger and more effective for farmers. Our farmers work hard, are the most productive in the world, and we aim to match their enthusiasm and patriotism as we support them.”

### **Background:**

American farmers have dealt with unjustified retaliatory tariffs and years of non-tariff trade disruptions, which have curtailed U.S. exports to China. Trade damages from such retaliation and market distortions have impacted a host of U.S. commodities, including crops like soybeans, corn, wheat, cotton, rice, and sorghum; livestock products like milk and pork; and many fruits, nuts, and other crops. High tariffs disrupt normal marketing patterns, raising costs by forcing commodities to find new markets. Additionally, American goods shipped to China have been slowed from reaching market by unusually strict or cumbersome entry procedures, which affect the quality and marketability of perishable crops. These boost marketing costs and unfairly affect our producers. USDA will use the following programs to assist farmers:

- **Market Facilitation Program (MFP)** for 2019, authorized under the Commodity Credit Corporation (CCC) Charter Act and administered by the Farm Service Agency (FSA), will provide \$14.5 billion in direct payments to producers.
  - Producers of alfalfa hay, barley, canola, corn, crambe, dry peas, extra-long staple cotton, flaxseed, lentils, long grain and medium grain rice, mustard seed, dried beans, oats, peanuts, rapeseed, safflower, sesame seed, small and large chickpeas, sorghum, soybeans, sunflower seed, temperate japonica rice, upland cotton, and wheat will receive a payment based on a single county rate multiplied by a farm’s total plantings to those crops in aggregate in 2019. Those per acre payments are not dependent on which of those crops are planted in 2019, and therefore will not distort planting decisions. Moreover, total payment-eligible plantings cannot exceed total 2018 plantings.
  - Dairy producers will receive a per hundredweight payment on production history and hog producers will receive a payment based on hog and pig inventory for a later-specified time frame.
  - Tree nut producers, fresh sweet cherry producers, cranberry producers, and fresh grape producers will receive a payment based on 2019 acres of production.
  - These payments will help farmers to absorb some of the additional costs of managing disrupted markets, to deal with surplus commodities, and to expand and develop new markets at home and abroad.

- Payments will be made in up to three tranches, with the second and third tranches evaluated as market conditions and trade opportunities dictate. The first tranche will begin in late July/early August as soon as practical after Farm Service Agency crop reporting is completed by July 15th. If conditions warrant, the second and third tranches will be made in November and early January.
- Additionally, CCC Charter Act authority will be used to implement a \$1.4 billion **Food Purchase and Distribution Program (FPDP)** through the Agricultural Marketing Service (AMS) to purchase surplus commodities affected by trade retaliation such as fruits, vegetables, some processed foods, beef, pork, lamb, poultry, and milk for distribution by the Food and Nutrition Service (FNS) to food banks, schools, and other outlets serving low-income individuals.
- Finally, the CCC will use its Charter Act authority for \$100 million to be issued through the **Agricultural Trade Promotion Program (ATP)** administered by the Foreign Agriculture Service (FAS) to assist in developing new export markets on behalf of producers.

Further details regarding eligibility and payment rates will be released at a later date.

###

USDA is an equal opportunity provider, employer and lender.



**From:** Murtaugh, Tim - OC, Washington, DC  
**Sent:** 4 Sep 2018 15:07:54 +0000  
**To:** CloverAdams, Jamie - OSEC, Washington, DC; Hoskins, Dudley - OSEC, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC  
**Cc:** Starling, Raymond - OSEC, Washington, DC; Appleton, Brooke - OSEC, Washington DC; Rich, Michawn - OC, Washington, DC; Rodgers, Meghan - OC, Washington, DC  
**Subject:** RE: LAST CHANCE - Mitigation Launch 9.4.18  
**Attachments:** Trade Mitigation Launch.docx

(b)(5) - Deliberative

Given that we don't know (b)(5) - Deliberative, can I go ahead (b)(5) - Deliberative

(b)(5) - Deliberative

Attachment withheld under (b)(5) Deliberative exemption (1 p.)

---

**From:** Murtaugh, Tim - OC, Washington, DC  
**Sent:** Tuesday, September 4, 2018 10:49 AM  
**To:** CloverAdams, Jamie - OSEC, Washington, DC <[Jamie.CloverAdams@osec.usda.gov](mailto:Jamie.CloverAdams@osec.usda.gov)>; Hoskins, Dudley - OSEC, Washington, DC <[Dudley.Hoskins@osec.usda.gov](mailto:Dudley.Hoskins@osec.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[Zhulieta.Z.Willbrand@osec.usda.gov](mailto:Zhulieta.Z.Willbrand@osec.usda.gov)>  
**Cc:** Starling, Raymond - OSEC, Washington, DC <[Raymond.Starling@osec.usda.gov](mailto:Raymond.Starling@osec.usda.gov)>; Appleton, Brooke - OSEC, Washington DC <[Brooke.Appleton@osec.usda.gov](mailto:Brooke.Appleton@osec.usda.gov)>; Rich, Michawn - OC, Washington, DC <[Michawn.Rich@oc.usda.gov](mailto:Michawn.Rich@oc.usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[Meghan.Rodgers@oc.usda.gov](mailto:Meghan.Rodgers@oc.usda.gov)>  
**Subject:** RE: LAST CHANCE - Mitigation Launch 9.4.18

(b)(5) - Deliberative

(b)(5) - Deliberative

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**From:** Murtaugh, Tim - OC, Washington, DC  
**Sent:** Tuesday, September 4, 2018 8:50 AM  
**To:** CloverAdams, Jamie - OSEC, Washington, DC <[Jamie.CloverAdams@osec.usda.gov](mailto:Jamie.CloverAdams@osec.usda.gov)>; Hoskins, Dudley - OSEC, Washington, DC <[Dudley.Hoskins@osec.usda.gov](mailto:Dudley.Hoskins@osec.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[Zhulieta.Z.Willbrand@osec.usda.gov](mailto:Zhulieta.Z.Willbrand@osec.usda.gov)>  
**Cc:** Starling, Raymond - OSEC, Washington, DC <[Raymond.Starling@osec.usda.gov](mailto:Raymond.Starling@osec.usda.gov)>; Appleton, Brooke - OSEC, Washington DC <[Brooke.Appleton@osec.usda.gov](mailto:Brooke.Appleton@osec.usda.gov)>; Rich, Michawn - OC, Washington, DC <[Michawn.Rich@oc.usda.gov](mailto:Michawn.Rich@oc.usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[Meghan.Rodgers@oc.usda.gov](mailto:Meghan.Rodgers@oc.usda.gov)>

**Subject:** LAST CHANCE - Mitigation Launch 9.4.18

**Importance:** High

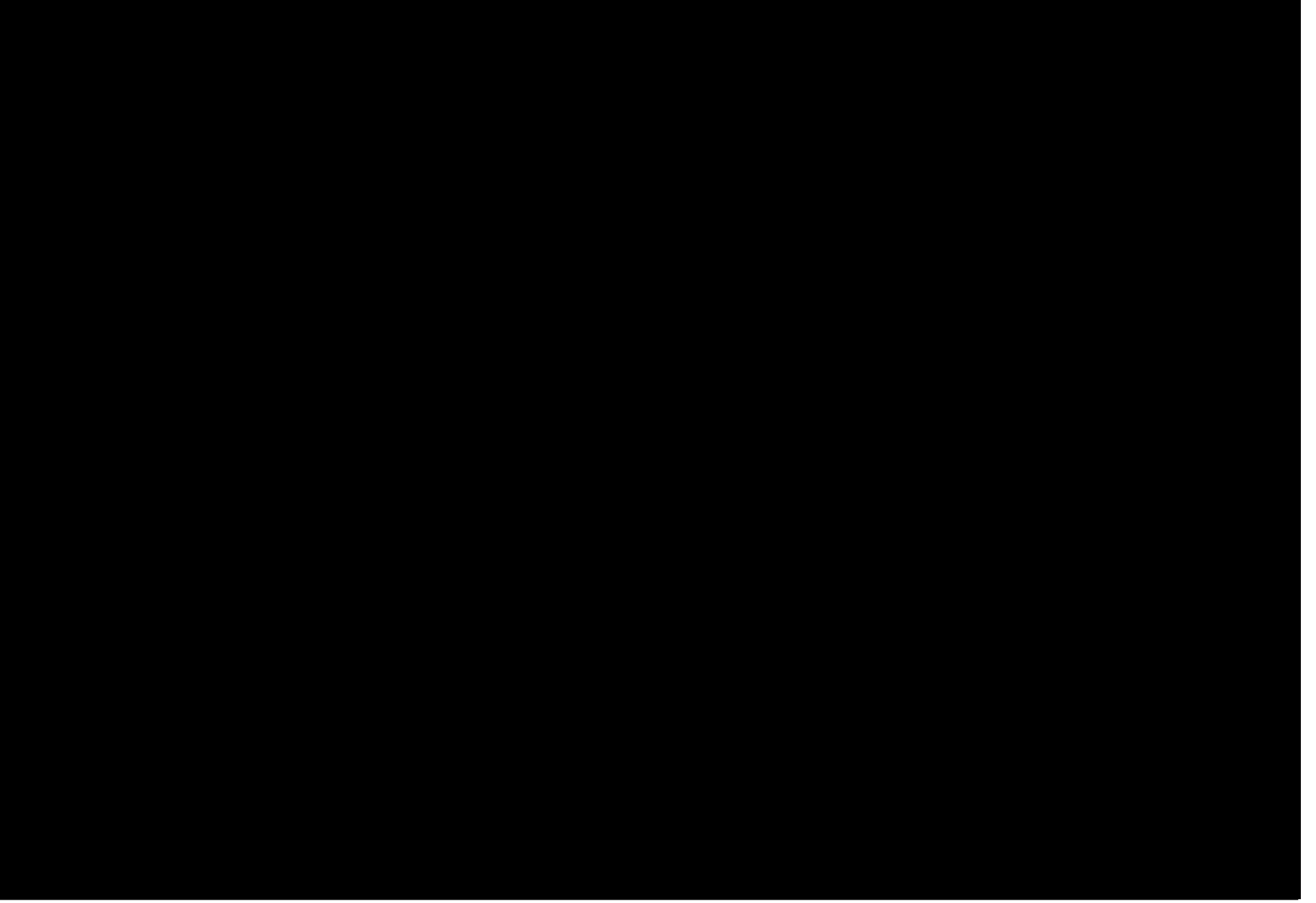
Aiming to get the attached release out the door

(b)(5) - Deliberative

(b)(5) - Deliberative

This version should reflect everyone's edits.

(b)(5) - Deliberative



**From:** Rodgers, Meghan - OC, Washington, DC  
**Sent:** 19 Jul 2019 17:22:17 +0000  
**To:** Dougherty, Ellen - FAS, Washington, DC; Bachmann, Peter - OSEC Washington, DC; Rich, Michawn - OC, Washington, DC; Chaves, Barbara - FAS, Washington, DC; Slupek, Mark - FAS, Washington, DC; Willbrand, Zhulieta - OSEC, Washington, DC; Gifford, Sally - OC, Washington, DC; Church, Chris - FAS, Washington, DC  
**Cc:** Hamilton, Clay - FAS; Pickelsimer, Corey - FAS, Washington, DC; Alt, Curt - FAS, Washington, DC; Bomersheim, William - FAS, Washington, DC; Henderson, Zechariah - FAS, Washington, DC  
**Subject:** RE: (b)(5) - Deliberative  
**Attachments:** ATP Release.docx

All – attached is the (b)(5) - Deliberative  
(b)(5) - Deliberative

Thanks,  
Meghan

Attachment withheld under (b)(5) Deliberative exemption (1 p.)

---

**From:** Dougherty, Ellen - FAS, Washington, DC  
**Sent:** Friday, July 19, 2019 12:24 PM  
**To:** Bachmann, Peter - OSEC Washington, DC <peter.bachmann@usda.gov>; Rich, Michawn - OC, Washington, DC <michawn.rich@usda.gov>; Rodgers, Meghan - OC, Washington, DC <meghan.rodgers@usda.gov>; Chaves, Barbara - FAS, Washington, DC <Barbara.Chaves@fas.usda.gov>; Slupek, Mark - FAS, Washington, DC <Mark.Slupek@fas.usda.gov>; Willbrand, Zhulieta - OSEC, Washington, DC <zhulieta.z.willbrand@usda.gov>; Gifford, Sally - OC, Washington, DC <sally.gifford@usda.gov>; Church, Chris - FAS, Washington, DC <Chris.Church@fas.usda.gov>  
**Cc:** Hamilton, Clay - FAS <Clay.Hamilton@fas.usda.gov>; Pickelsimer, Corey - FAS, Washington, DC <Corey.Pickelsimer@fas.usda.gov>; Alt, Curt - FAS, Washington, DC <Curt.Alt@fas.usda.gov>; Bomersheim, William - FAS, Washington, DC <William.Bomersheim@fas.usda.gov>; Henderson, Zechariah - FAS, Washington, DC <Zechariah.Henderson@fas.usda.gov>  
**Subject:** RE: (b)(5) - Deliberative

Thanks!

I'm adding two more people from (b)(5) - Deliberative  
(b)(5) - Deliberative

---

**From:** Bachmann, Peter - OSEC Washington, DC <peter.bachmann@usda.gov>  
**Sent:** Friday, July 19, 2019 12:18 PM  
**To:** Dougherty, Ellen - FAS, Washington, DC <Ellen.Dougherty@fas.usda.gov>; Rich, Michawn - OC, Washington, DC <michawn.rich@usda.gov>; Rodgers, Meghan - OC, Washington, DC <meghan.rodgers@usda.gov>; Chaves, Barbara - FAS, Washington, DC <Barbara.Chaves@fas.usda.gov>; Slupek, Mark - FAS, Washington, DC <Mark.Slupek@fas.usda.gov>; Willbrand, Zhulieta - OSEC, Washington, DC <zhulieta.z.willbrand@usda.gov>; Gifford, Sally - OC, Washington, DC <sally.gifford@usda.gov>; Church, Chris - FAS, Washington, DC <Chris.Church@fas.usda.gov>



Cc: Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
Subject: RE: [REDACTED] (b)(5) - Deliberative

Ellen,

I think that's fine. [REDACTED] (b)(5) - Deliberative  
(b)(5) - Deliberative

Thanks!

Peter

---

**From:** Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>  
**Sent:** Friday, July 19, 2019 12:04 PM  
**To:** Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>; Church, Chris - FAS, Washington, DC <[Chris.Church@fas.usda.gov](mailto:Chris.Church@fas.usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative

We're still [REDACTED] (b)(5) - Deliberative, correct?

---

**From:** Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>  
**Sent:** Friday, July 19, 2019 11:31 AM  
**To:** Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>; Church, Chris - FAS, Washington, DC <[Chris.Church@fas.usda.gov](mailto:Chris.Church@fas.usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative

Hopeful that by 12:30pm we will have the final release back to you.

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**From:** Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>  
**Sent:** Friday, July 19, 2019 11:15 AM  
**To:** Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>;

Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>; Church, Chris - FAS, Washington, DC <[Chris.Church@fas.usda.gov](mailto:Chris.Church@fas.usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative

+ Chris Church, FAS Leg Affairs Director

He and others are wondering (b)(5) Deliberative Process

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**From:** Dougherty, Ellen - FAS, Washington, DC  
**Sent:** Friday, July 19, 2019 10:40 AM  
**To:** Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative  
**Importance:** High

FWIW at this point, here's our suggested approach:

(b)(5) - Deliberative

---

**From:** Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>  
**Sent:** Friday, July 19, 2019 10:30 AM  
**To:** Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** Re: [REDACTED] (b)(5) - Deliberative

I have this. Please halt!



Peter

---

**From:** Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>  
**Sent:** Friday, July 19, 2019 10:25:17 AM  
**To:** Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>; Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative

Ellen in response to this question – yes this is what is needed please put together a paragraph that can be included into the press release ASAP. Needs to be clean, concise and to the point.

(b)(5) - Deliberative

(b)(5) - Deliberative Please advise ASAP.

---

**From:** Dougherty, Ellen - FAS, Washington, DC  
**Sent:** Friday, July 19, 2019 10:23 AM  
**To:** Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>; Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>; Willbrand, Zhulieta - OSEC, Washington, DC <[zhulieta.z.willbrand@usda.gov](mailto:zhulieta.z.willbrand@usda.gov)>; Rich, Michawn - OC, Washington, DC <[michawn.rich@usda.gov](mailto:michawn.rich@usda.gov)>; Rodgers, Meghan - OC, Washington, DC <[meghan.rodgers@usda.gov](mailto:meghan.rodgers@usda.gov)>; Gifford, Sally - OC, Washington, DC <[sally.gifford@usda.gov](mailto:sally.gifford@usda.gov)>; Bachmann, Peter - OSEC Washington, DC <[peter.bachmann@usda.gov](mailto:peter.bachmann@usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** RE: [REDACTED] (b)(5) - Deliberative  
**Importance:** High

Adding OC, Zhulieta, and Peter [REDACTED] (b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative

(b)(5) - Deliberative? Please advise ASAP.

Also, [REDACTED] (b)(5) - Deliberative

(b)(5) - Deliberative

Thanks,  
Ellen



---

**From:** Chaves, Barbara - FAS, Washington, DC <[Barbara.Chaves@fas.usda.gov](mailto:Barbara.Chaves@fas.usda.gov)>  
**Sent:** Friday, July 19, 2019 10:06 AM  
**To:** Slupek, Mark - FAS, Washington, DC <[Mark.Slupek@fas.usda.gov](mailto:Mark.Slupek@fas.usda.gov)>  
**Cc:** Hamilton, Clay - FAS <[Clay.Hamilton@fas.usda.gov](mailto:Clay.Hamilton@fas.usda.gov)>; Dougherty, Ellen - FAS, Washington, DC <[Ellen.Dougherty@fas.usda.gov](mailto:Ellen.Dougherty@fas.usda.gov)>; Pickelsimer, Corey - FAS, Washington, DC <[Corey.Pickelsimer@fas.usda.gov](mailto:Corey.Pickelsimer@fas.usda.gov)>; Alt, Curt - FAS, Washington, DC <[Curt.Alt@fas.usda.gov](mailto:Curt.Alt@fas.usda.gov)>  
**Subject:** [REDACTED] (b)(5) - Deliberative

Mark,

I just talked to Z who said that [REDACTED] (b)(5) - Deliberative  
[REDACTED] (b)(5) - Deliberative

[REDACTED] (b)(5) - Deliberative

[REDACTED] (b)(5) - Deliberative There was some confusion earlier this morning about it, which we just ironed out).

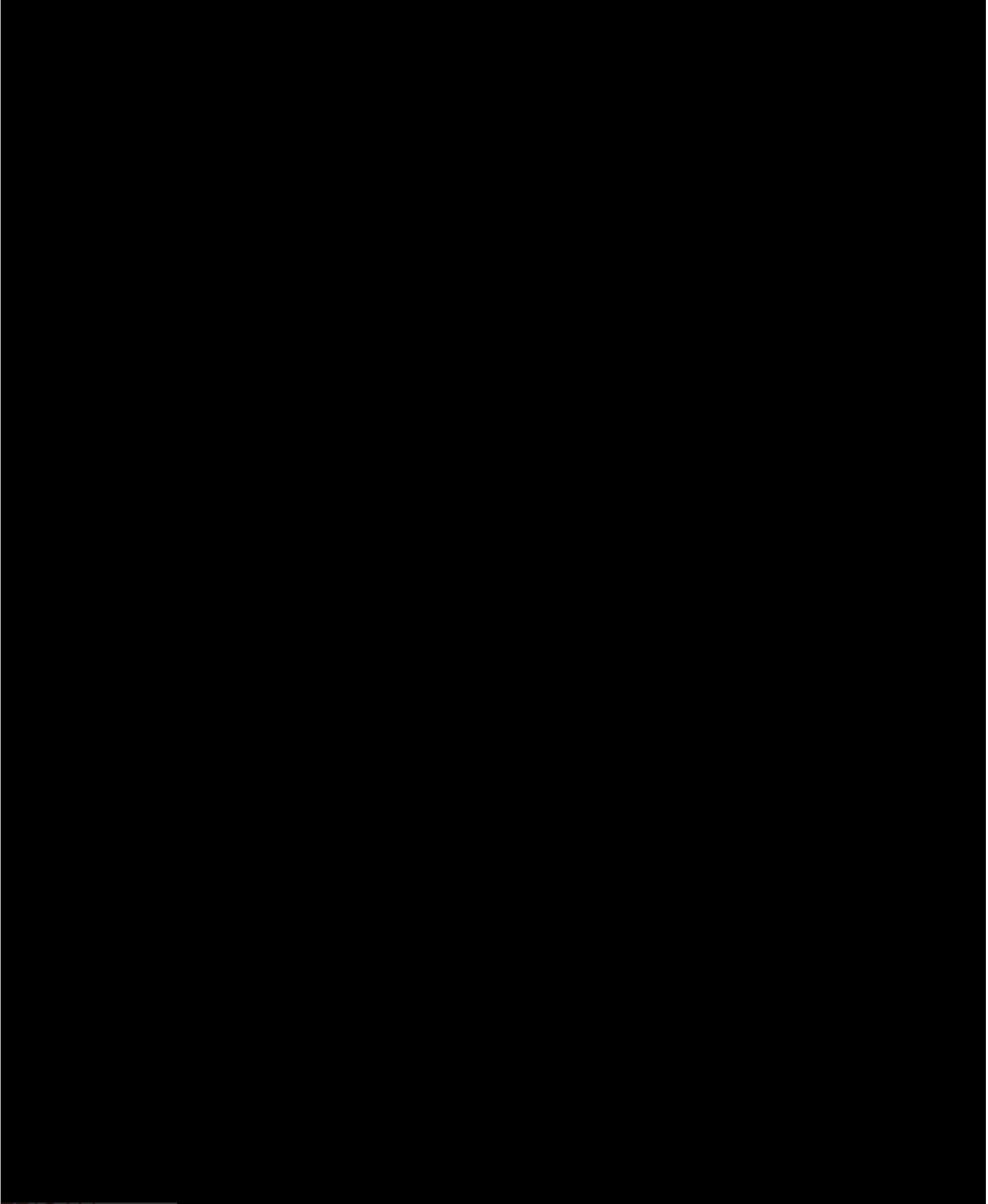
[REDACTED] (b)(5) - Deliberative

Can you reply with them to this chain?

**Barbara Chaves**  
Chief of Staff  
Foreign Agricultural Service  
United States Department of Agriculture

Phone: (202) 720-3935  
Email: [Barbara.Chaves@usda.gov](mailto:Barbara.Chaves@usda.gov)

(b)(5) - Deliberative



**From:** [Summe, Erica - FAS](#)  
**To:** [Lester, Susan - OSEC, Washington, DC](#); [Perry, Robert - OSEC, Washington, DC](#)  
**Cc:** [Willbrand, Zhulieta - OSEC, Washington, DC](#); [Chaves, Barbara - FAS, Washington, DC](#)  
**Subject:** Soy Meeting Materials  
**Date:** Tuesday, July 23, 2019 6:54:19 PM

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Hi all,

Attachment Withheld under (b)(5) exemption (23 pp)

I know Jason didn't request materials for these meetings, but they were already in the works for

**(b)(5) Deliberative Process**

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**Erica Summe**

*Deputy Chief of Staff*

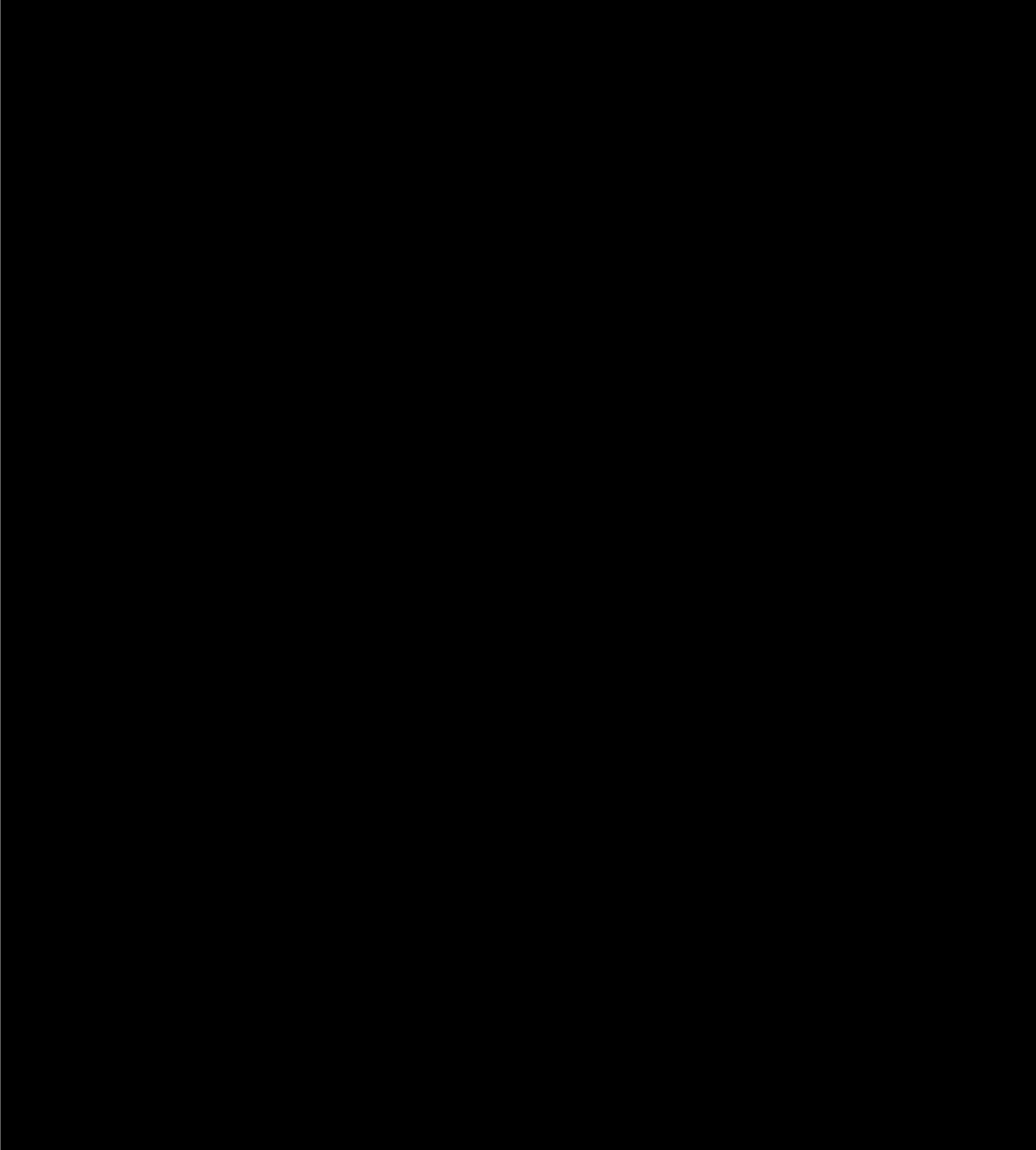
Foreign Agricultural Service

United States Department of Agriculture

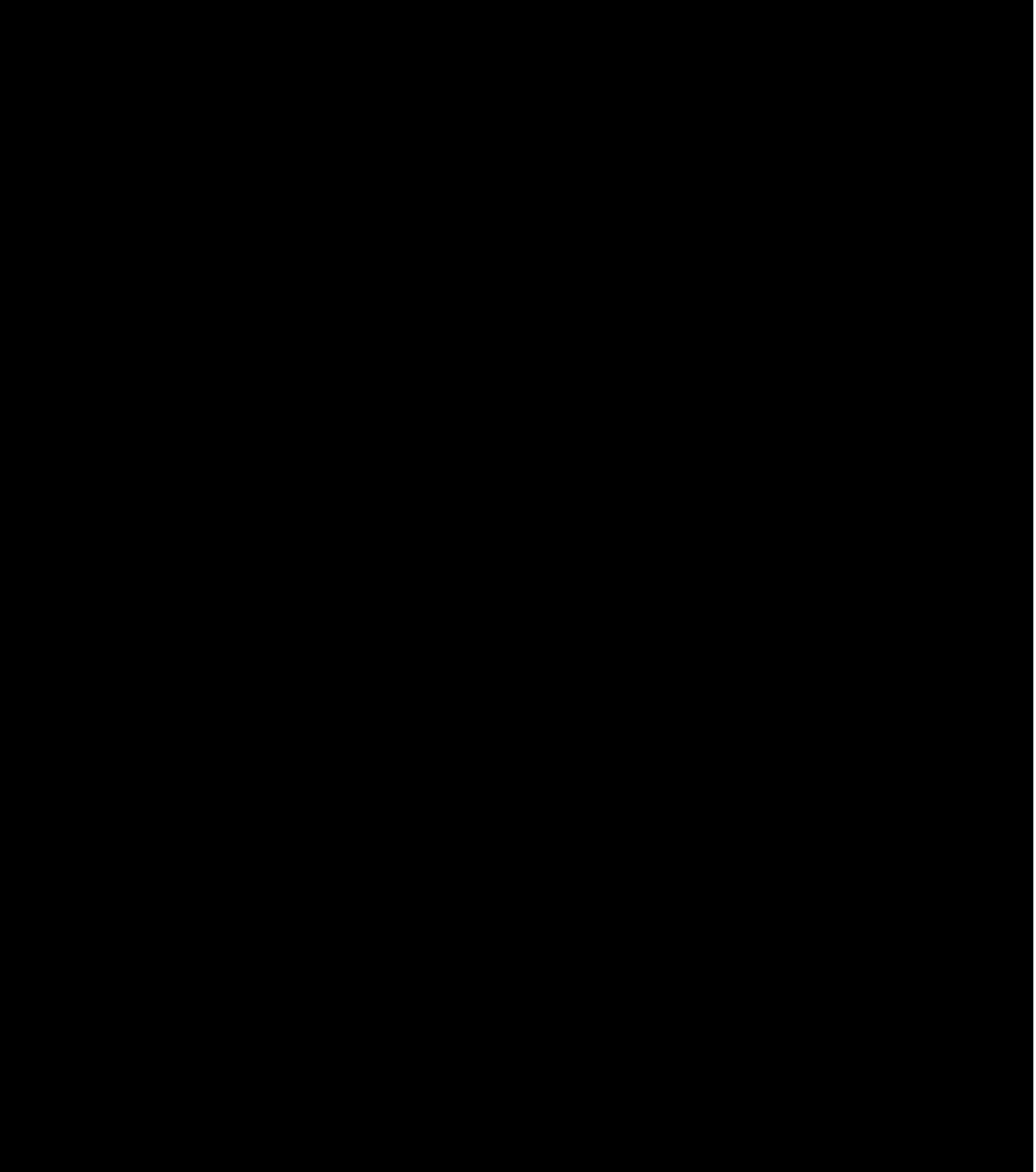
Phone: (202) 720 – 7458

Email: [Erica.Summe@fas.usda.gov](mailto:Erica.Summe@fas.usda.gov)

(b)(5) - Deliberative



(b)(5) - Deliberative

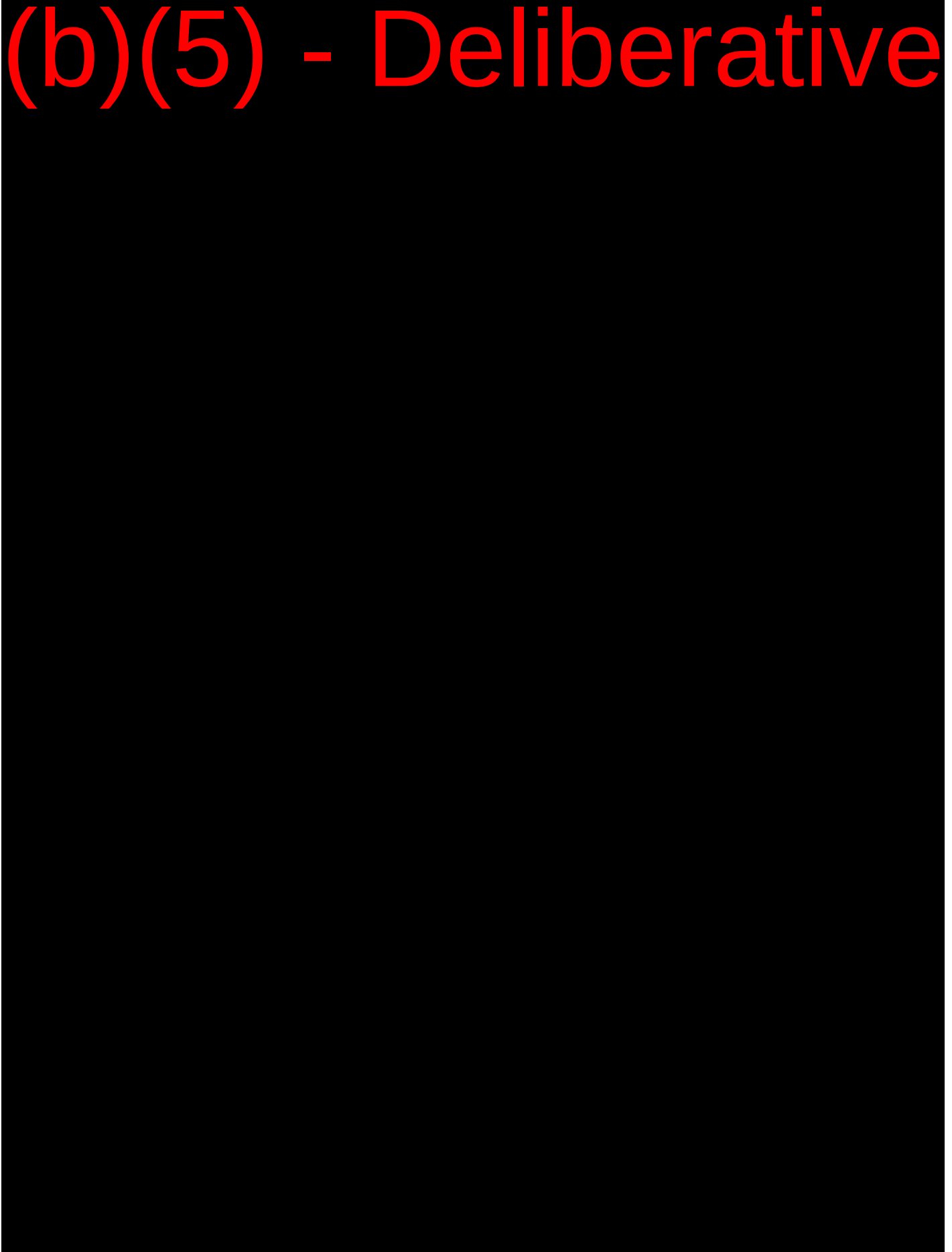




**PRE-DECISIONAL, PRIVILEGED, DELIBERATIVE  
BRIEFING DOCUMENT**

**(b)(5) - Deliberative**

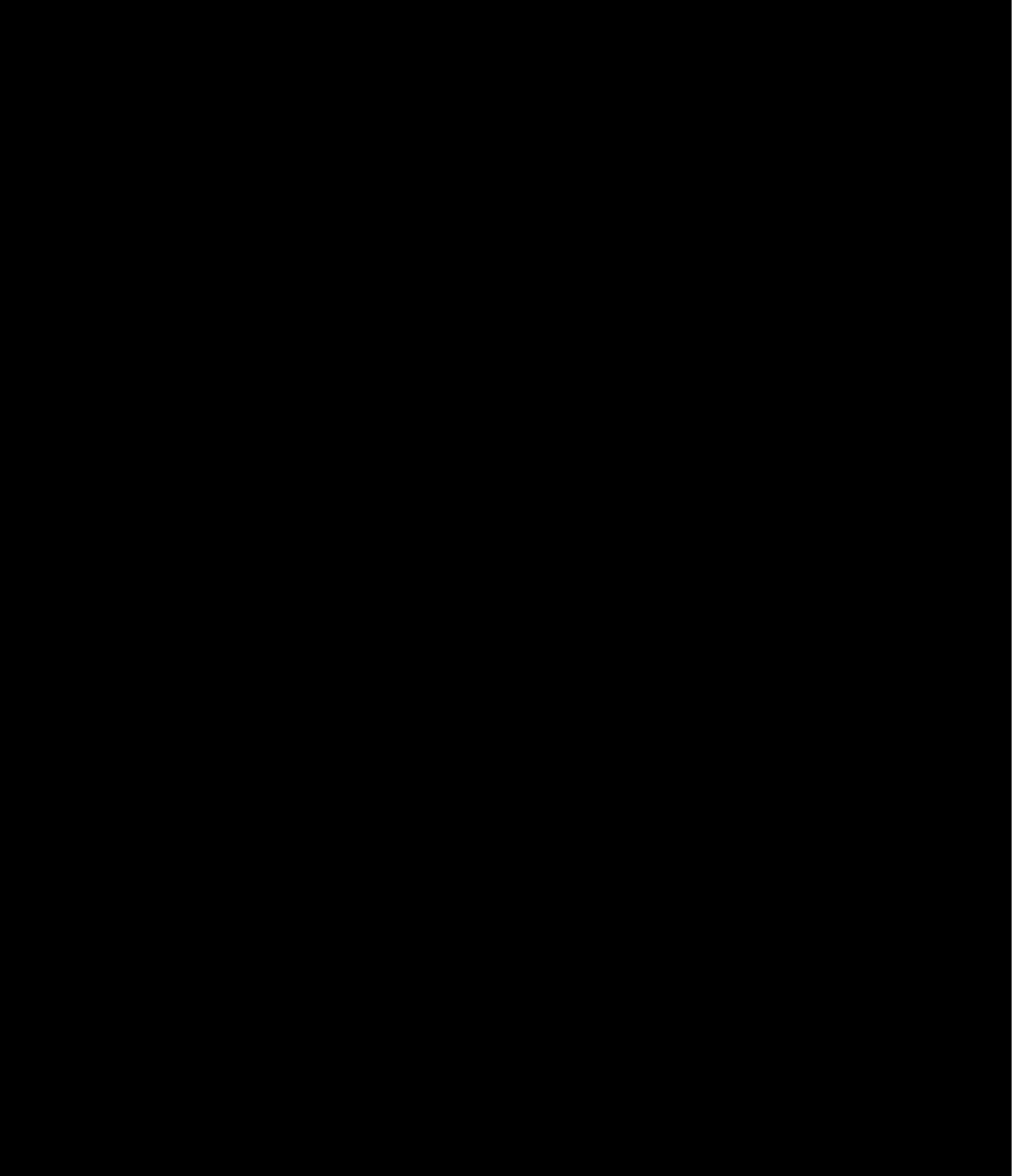
(b)(5) - Deliberative



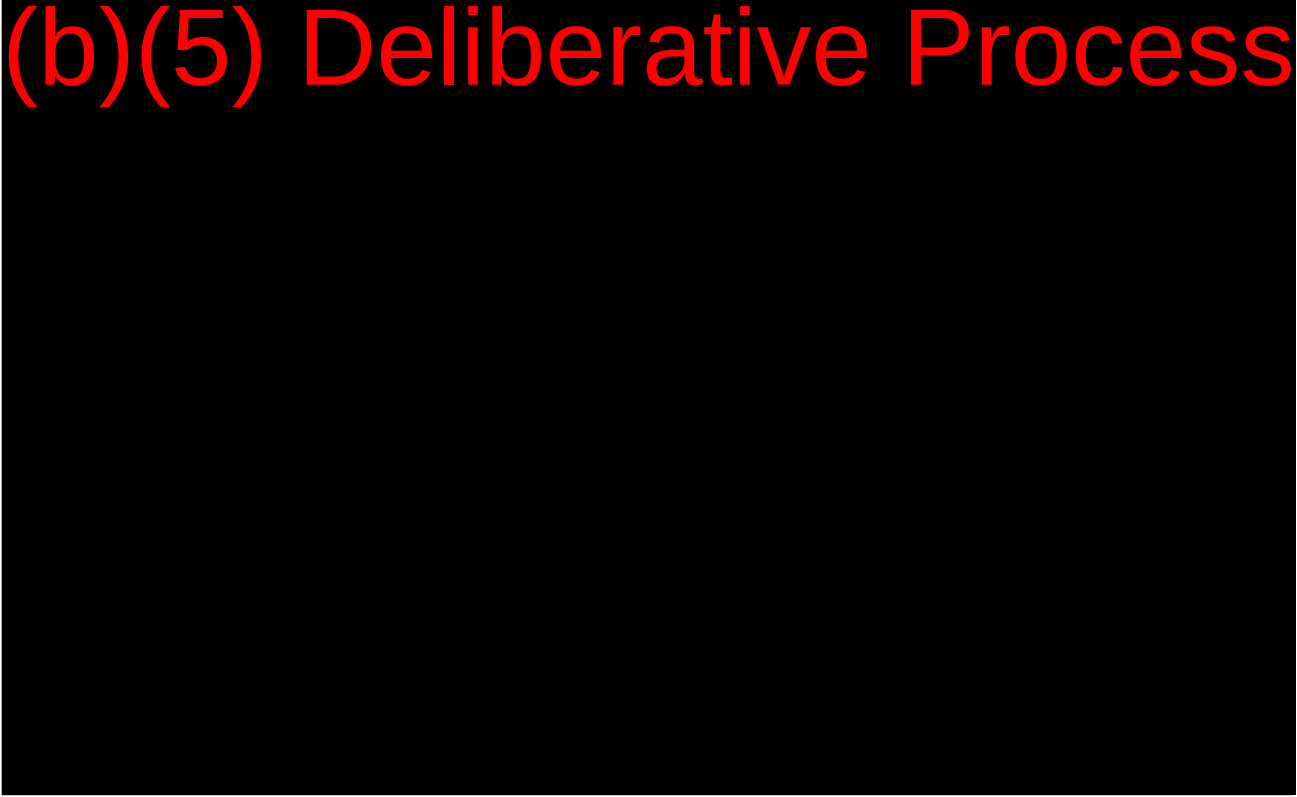


(b)(5) - Deliberative

(b)(5) - Deliberative



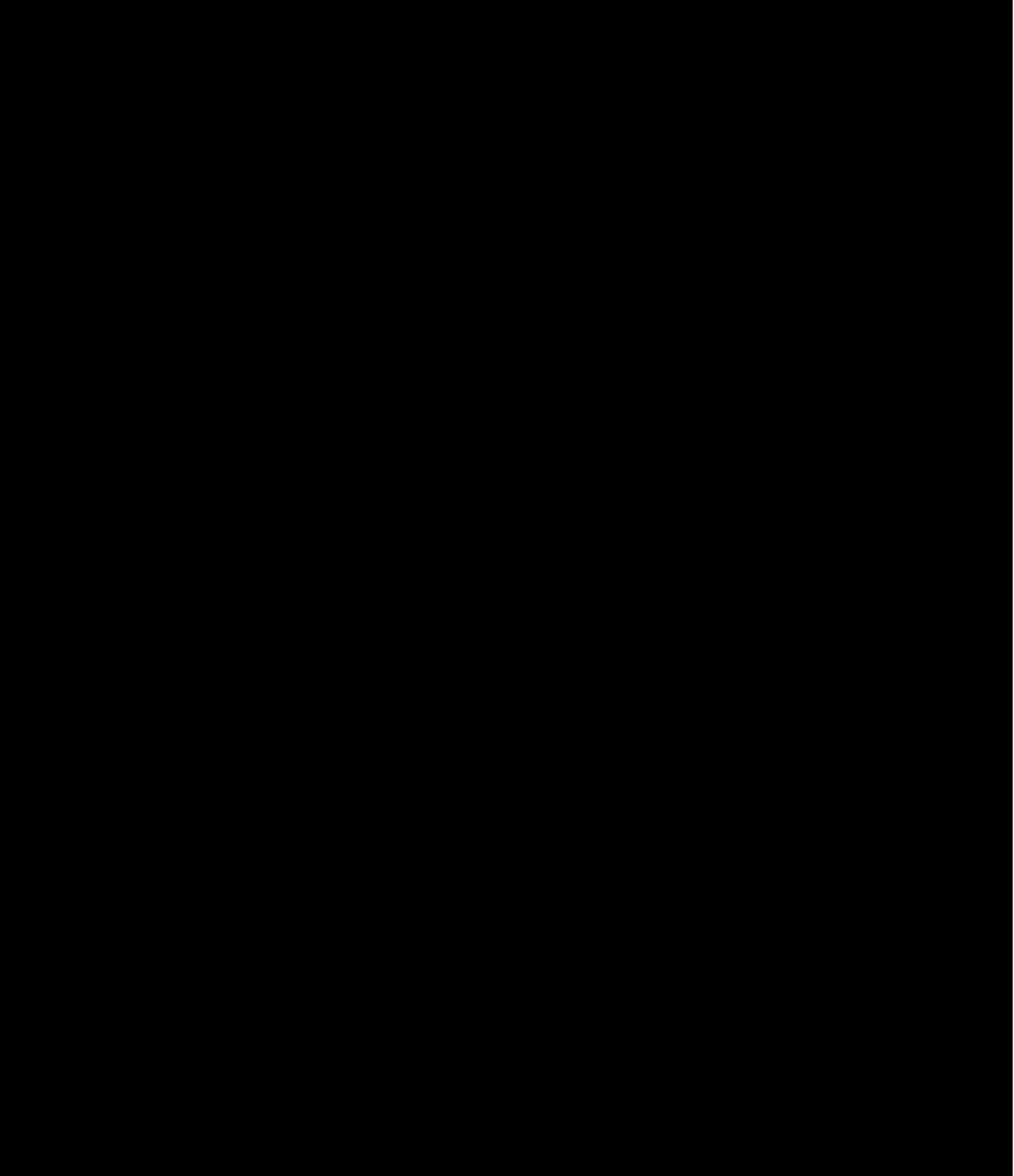
# (b)(5) Deliberative Process



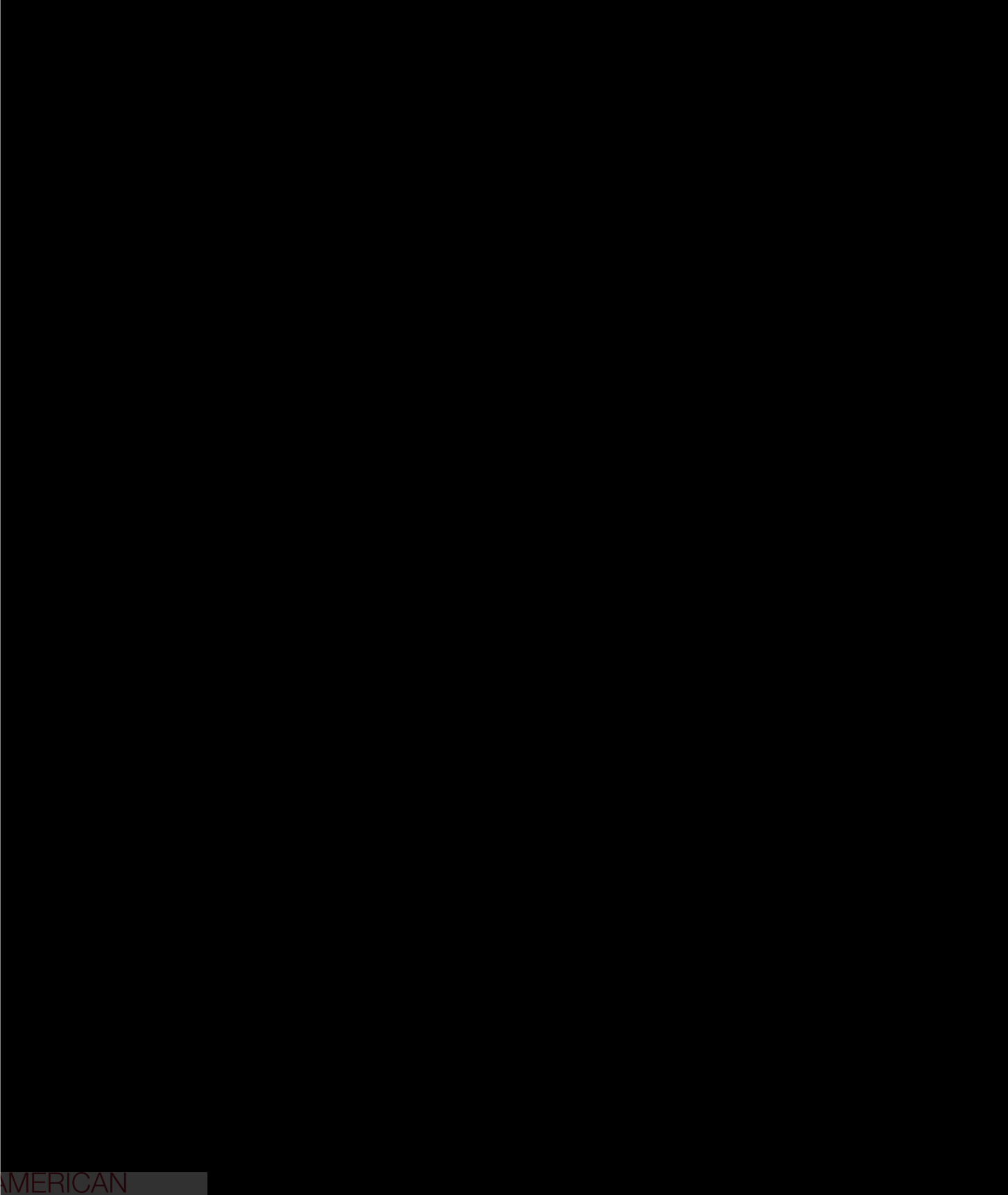
United States  
Department of Agriculture  
Foreign Agricultural Service

July 24, 2019

(b)(5) - Deliberative



(b)(5) - Deliberative

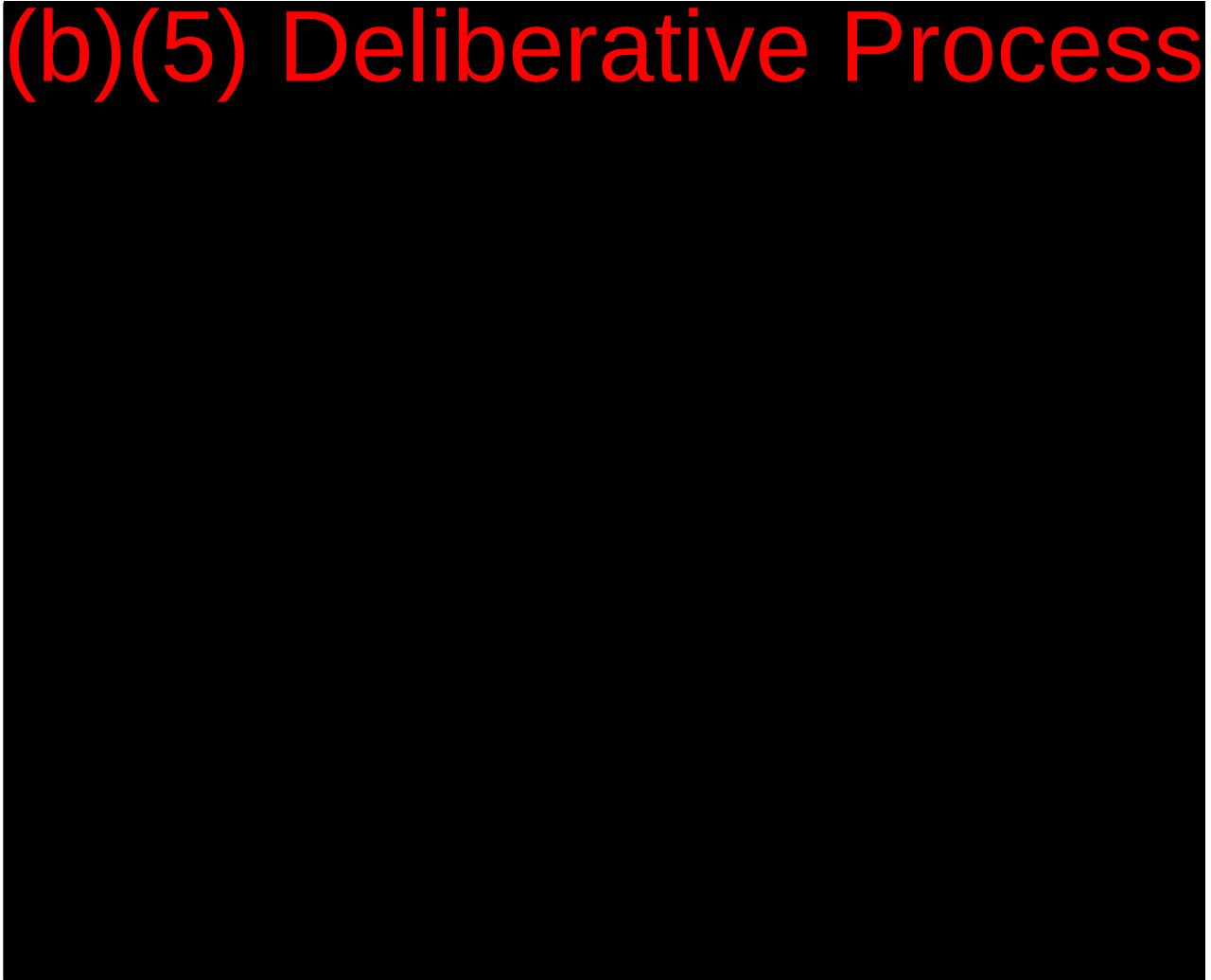




PRE-DECISIONAL, PRIVILEGED, DELIBERATIVE  
BRIEFING DOCUMENT

(b)(5) - Deliberative

# (b)(5) Deliberative Process

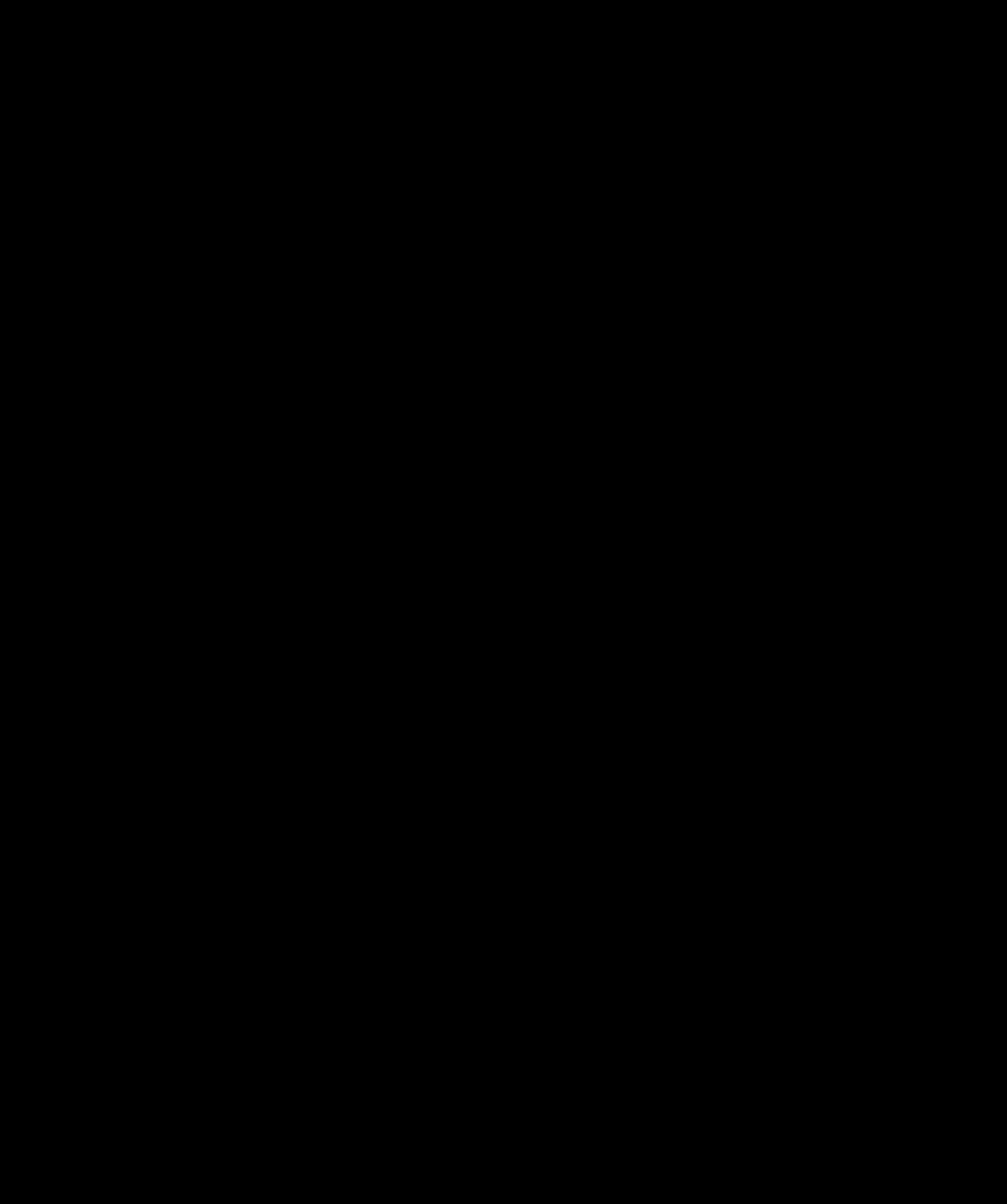


United States  
Department of Agriculture  
Foreign Agricultural Service

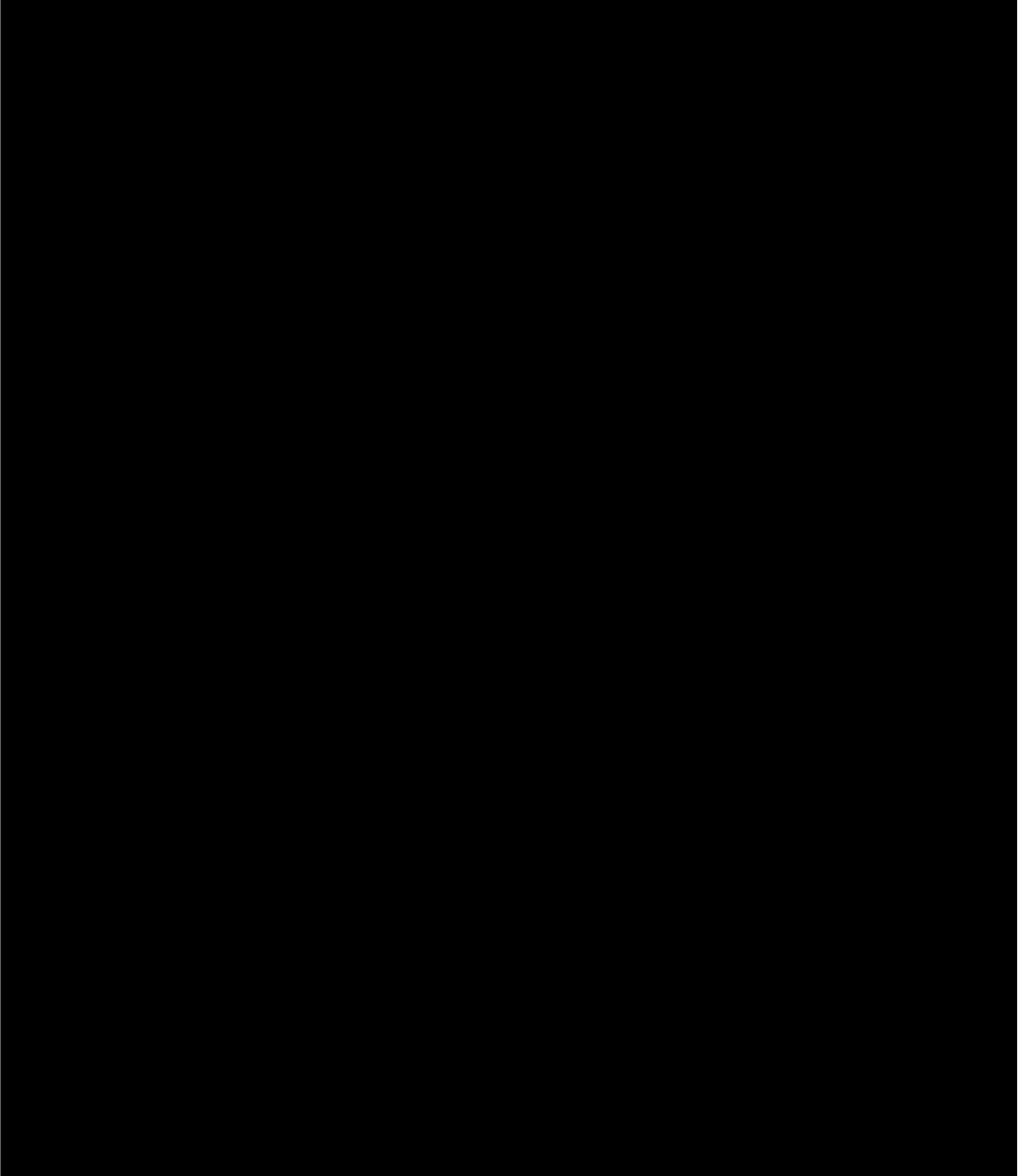
July 24, 2019



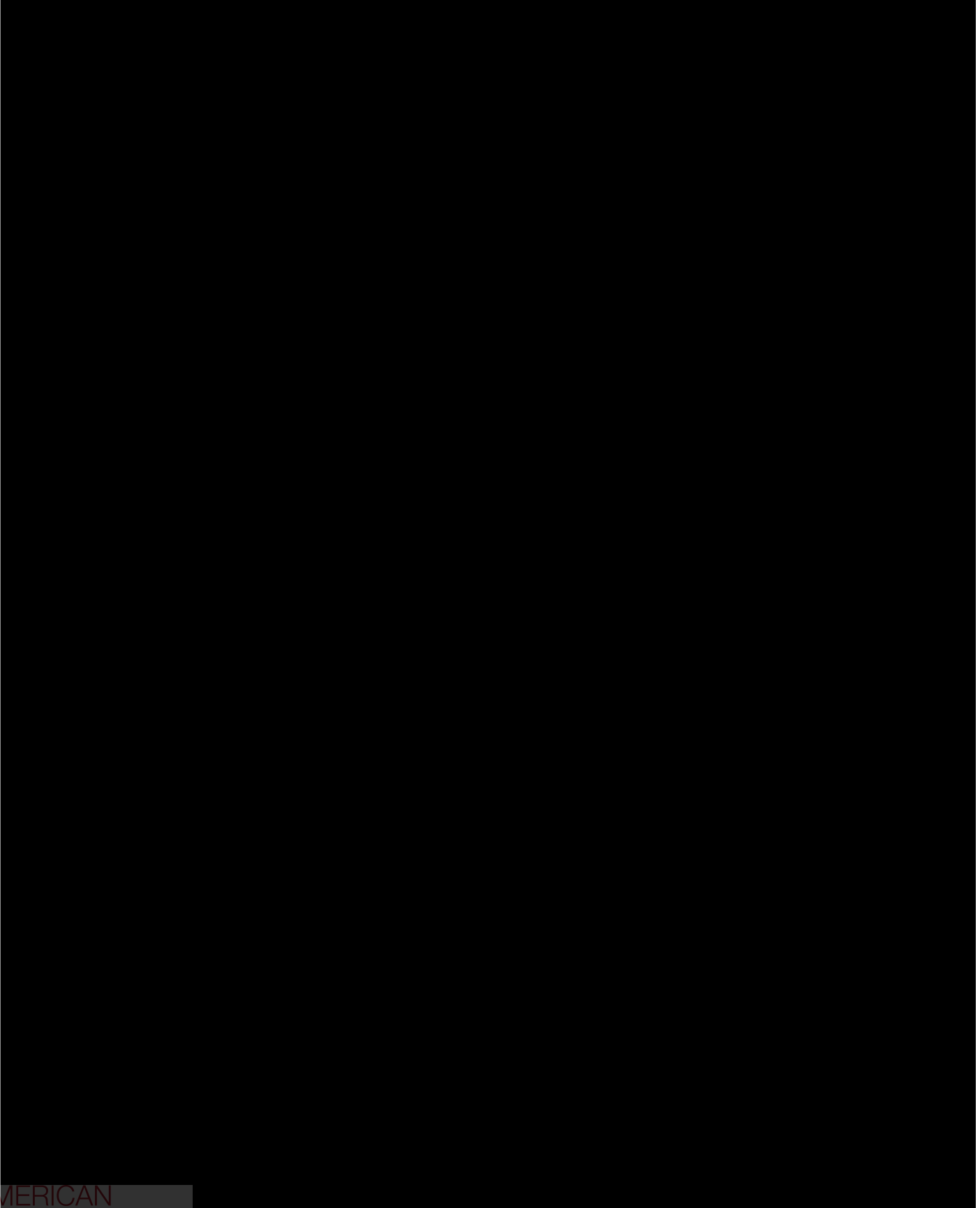
(b)(5) - Deliberative



(b)(5) - Deliberative



(b)(5) - Deliberative



(b)(5) Deliberative Process



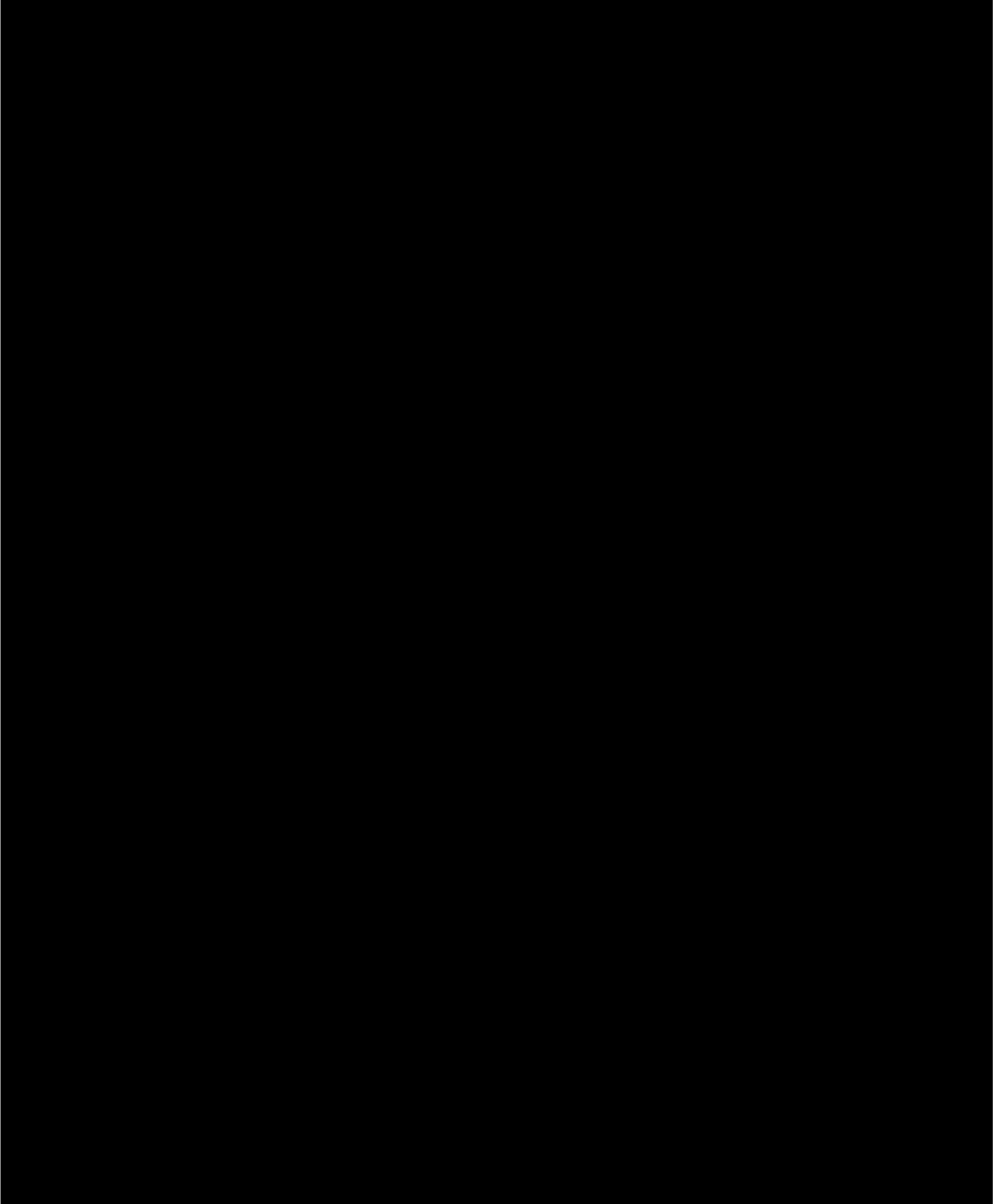
United States  
Department of Agriculture  
Foreign Agricultural Service

July 24, 2019

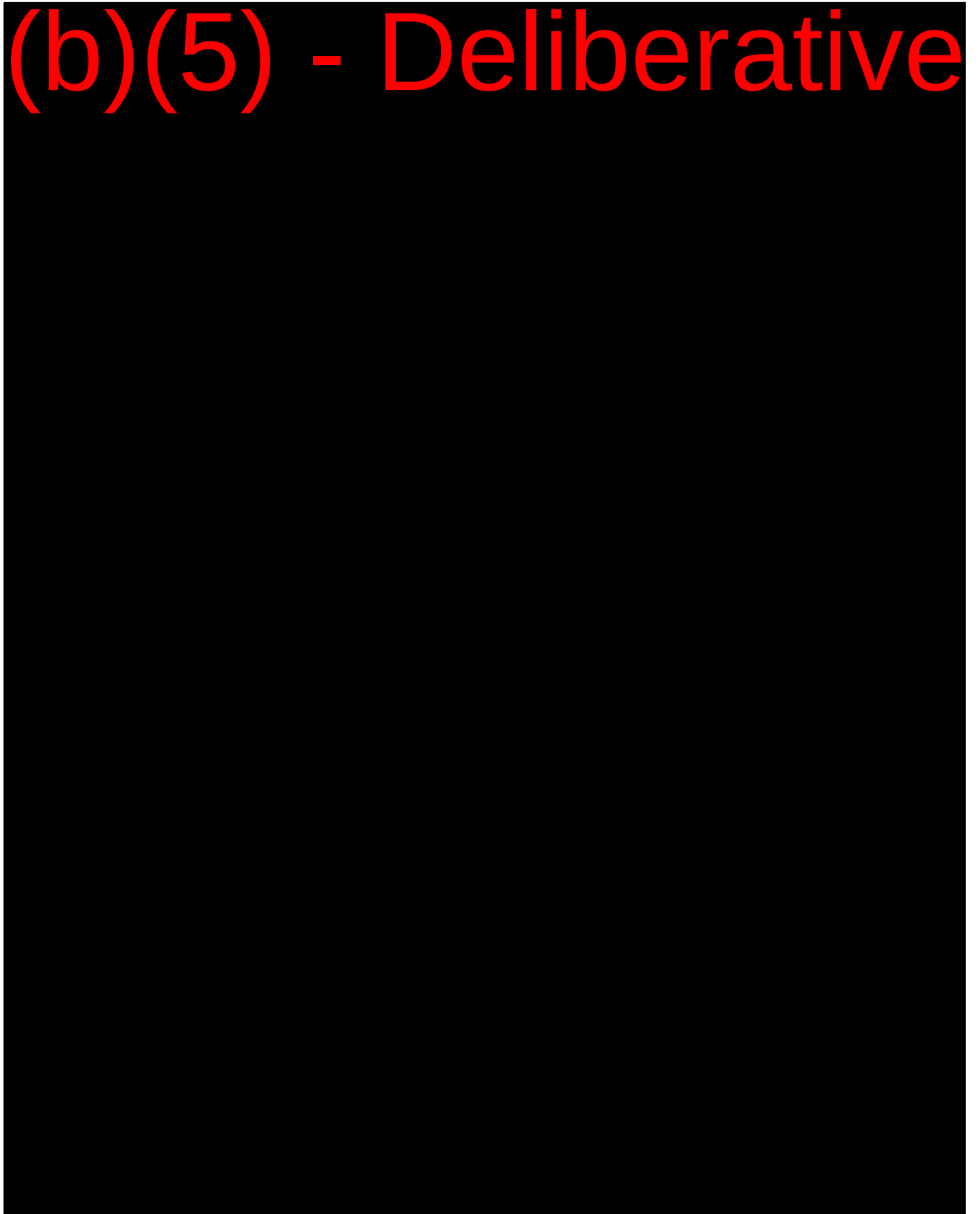
AMERICAN  
OVERSIGHT

USDA-20-0743-C-000199

(b)(5) - Deliberative



(b)(5) - Deliberative



# (b)(5) Deliberative Process

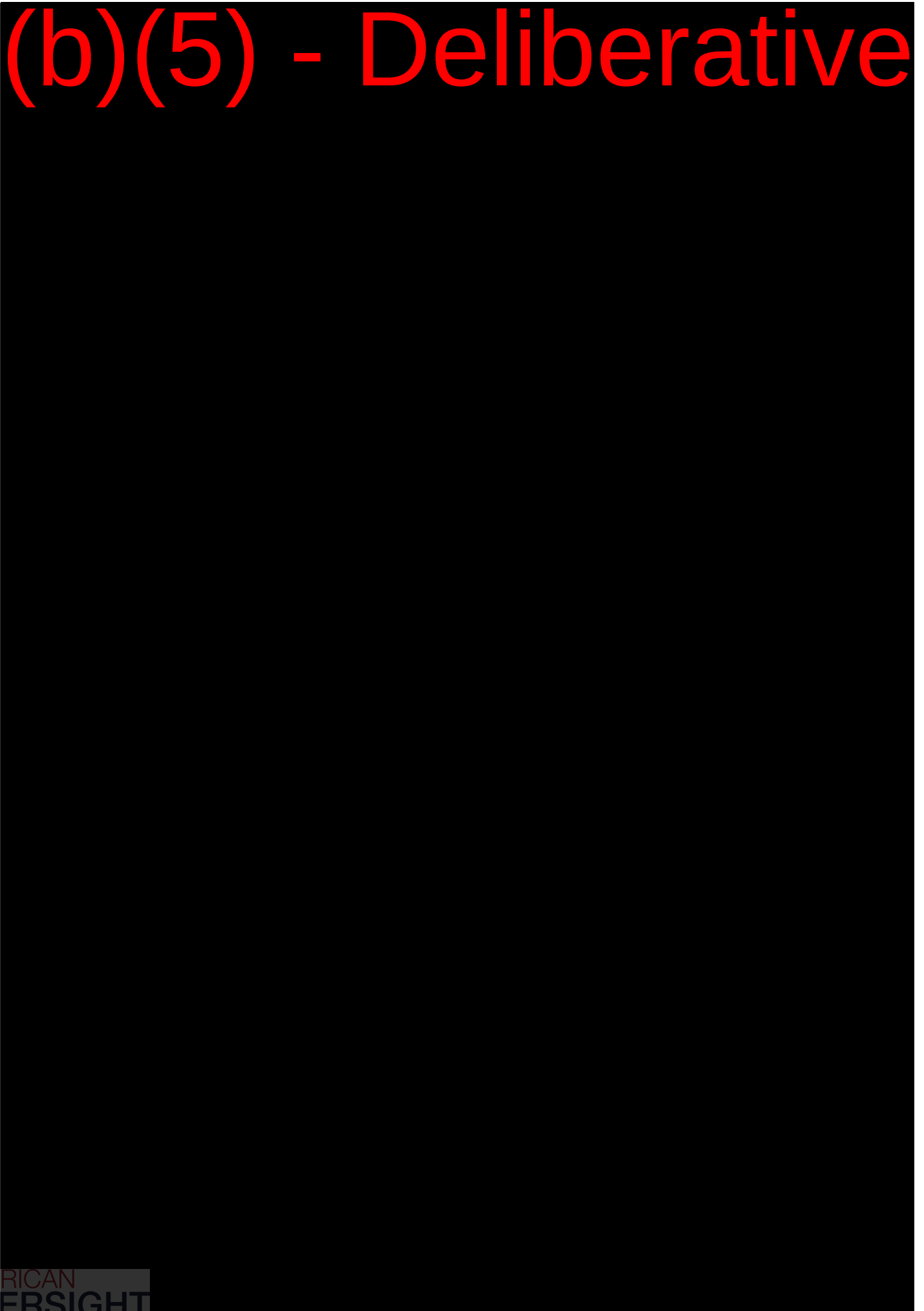




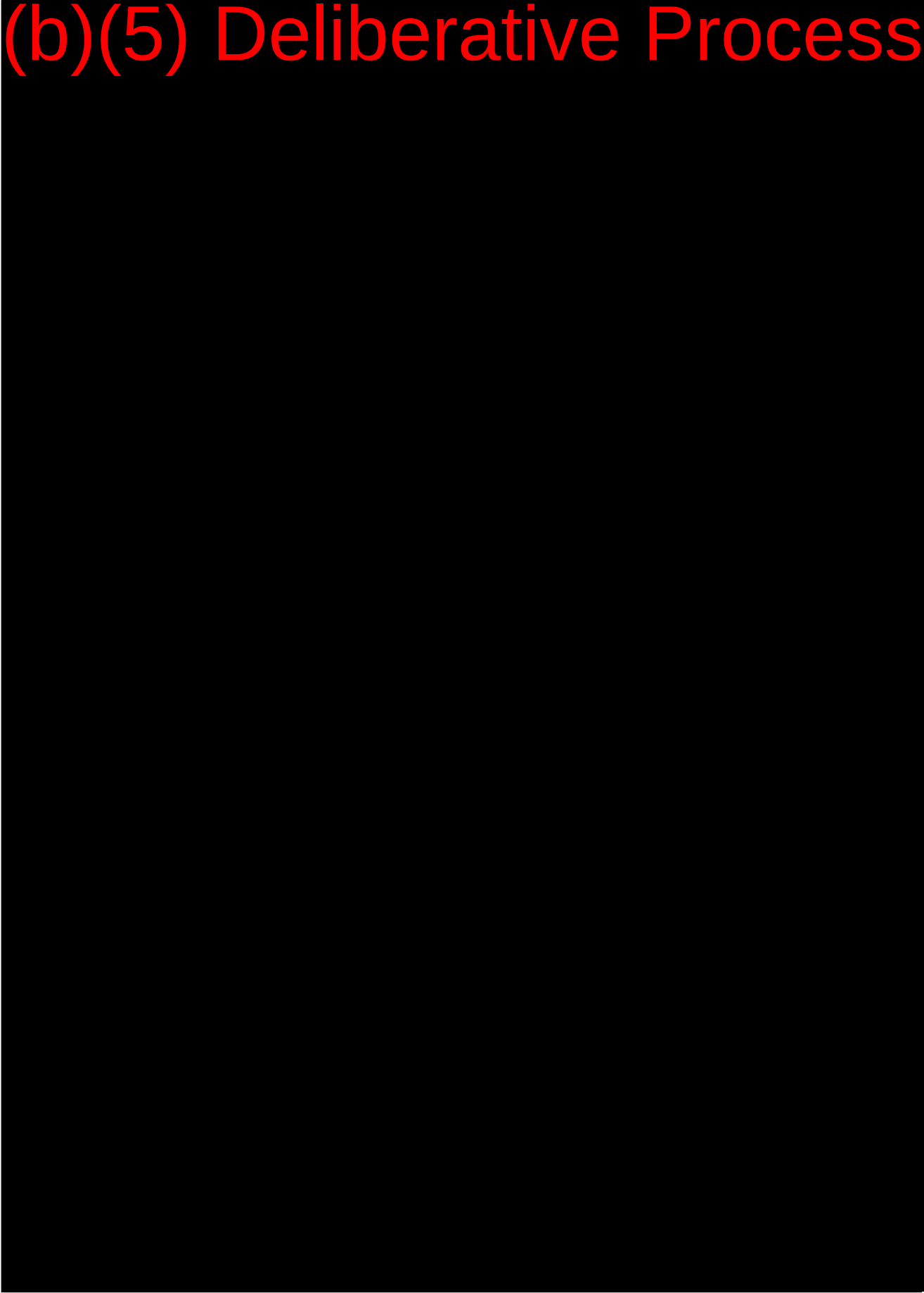
(b)(5) - Deliberative

# (b)(5) - Deliberative

(b)(5) - Deliberative



# (b)(5) Deliberative Process



# (b)(5) Deliberative Process

