Foreign Agricultural Service: Expanding Export Markets

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Bobby Richey, Jr., Assistant Deputy Administrator
Who is FAS?

- Small agency with a global mission and presence
- Crucial role in promoting U.S. food and agricultural exports
- Over 700 people in Washington, D.C., and staff in 96 overseas offices covering 156 countries
FAS Commitment to U.S. Agriculture

- Lower tariffs and remove trade barriers in order to secure a “level playing field” through bilateral, regional and multilateral negotiations
- Support constituents through market development and export financing programs
- Provide global market intelligence and trade data so U.S. exporters can make informed trade decisions
- Monitor and enforce trade agreements
Importance of Ag Exports

- Over 25% of farm cash receipts dependent on exports
- Every $1 creates another $1.31 in supporting economic activity
- Every $1 billion supports 8,400 jobs
- Exports support over 1 million jobs.
Exports Contribute Significantly To Farm Cash Receipts

Percentage of Domestic Production Exported (2004-06 average)

- Almonds: 71%
- Cotton: 80%
- Cattle hides: 70%
- Dried plums: 59%
- Rice: 50%
- Wheat: 49%
- Grapefruit: 41%
- Grapes: 40%
- Raisins: 40%
- Pulses: 39%
- Soybeans: 34%
- Pears: 32%
- Oranges: 30%
- Cherries: 28%
- Apples: 21%
- Lemons: 21%
- Feed Corn: 18%
- Animal fats: 17%
- Peaches: 16%
- Poultry meat: 14%
- Pork: 13%
- Veg oils: 11%
- Vegetables: 11%
- Beef: 3%
USDA partners with over 70 private non-profit ag trade organizations on a cost-share basis to increase demand for hundreds of U.S. agricultural products in over 100 countries.

- American Soybean Association
- U.S. Poultry and Egg Export Council
- U.S. Grains Council
- U.S. Apple Export Council
- National Sunflower Association
- U.S. Potato Promotion Board
- National Confectioners Association
- U.S. Dairy Export Council
Working Together at All Levels

- State Departments of Agriculture
- State Regional Trade Groups
  --Food Export USA - Northeast
- National Conference of State Legislators
- Commodity & Industry Organizations
- Other USDA Agencies
- Other USG Trade Agencies
- Farm Organizations
- Colleges & Universities
FAS Exporter Assistance Line
#202-690-3576

FAS Trade Facilitation Desk
#202-720-CERT
exportassist@fas.usda.gov

FAS website:
http://www.fas.usda.gov
Bobby Richey Jr.
Assistant Deputy Administrator
Office of Foreign Service Operations
Foreign Agricultural Service
Bobby.Richey@usda.gov
202-720-8322