



United States Department of Agriculture

Foreign Agricultural Service Report



Tosha Clark

ASI Annual Convention

January 18, 2023



Topics

- USDA/FAS Updates
- Unified Export Strategy (UES) Review Criteria
- ASI's UES Review Results
- Program Success
- Agricultural Trade Promotion (ATP) Program
- Agribusiness Trade Missions and Shows
- Farm Bill
- Questions



USDA/FAS Updates

- MAP/FMD Funding Announcement: November 15, 2022
- U.S. Agricultural Export Development Council (USAEDC) 2022 Annual Workshop: November 16-18, 2022
- 2023 MAP/FMD Agreements: December 2022

Next:

- 2023 MAP/FMD Approval Letters: January 2023
- 2023 MAP/FMD Feedback Letters: January 2023
- MAP/FMD Year: **January 1 – December 31, 2023**



Leadership

- *Alexis Taylor – Under Secretary, Trade and Foreign Agricultural Affairs*
- *Daniel B. Whitley – Administrator*
- *Brooke Jamison – Associate Administrator and General Sales Manager*
- *Clay Hamilton – Associate Administrator*
- *Alecia A. Davis – Chief Operating Officer*
- *Jeanne Bailey – Deputy Administrator, Trade Policy and Geographic Affairs*
- *Patrick Packnett – Deputy Administrator, Global Market Analysis*
- *Mark Slupek – Deputy Administrator, Global Programs*
- *Mary Ellen Smith – Deputy Administrator, Foreign Affairs*



UES Review Criteria

- I. Program Strategic Planning – 25%
- II. Program Implementation – 25%
- III. Program Evaluation and Results – 50%



ASI's UES Review Results

- + Good overall strategic plan
- + Expansion into Egypt and South Asia
- + Added Japan and South America using ATP funds
- + Exports increased in 2021 after sharp decline in 2020



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Keep Up The Good Work!





ATP

- ATP is a program designed to provide funding to U.S. agricultural industries impacted by tariffs to conduct activities that promote U.S. agricultural commodities in foreign markets.
- ATP provided more flexibility

ASI's ATP funding level: **\$ 1,500,000**

ASI's ATP Expenditures: **\$ 1,121,742**

Expenditure Rate: 74.78%

Program End Date: **September 30, 2024**



2023 Agribusiness Trade Missions and Shows

Trade Missions

- March 19-23: Panama
- April 17-21: Netherlands
- June 5-9: Japan

Trade Shows

- USA Pavilion Branding Modernization

<https://www.fas.usda.gov/topics/trade-shows>





2023 Farm Bill

- The current Farm Bill is set to expire October 1, 2023, which includes FAS market development funding.
- MAP funding has remained at its current level of \$200 million since 2006. After sequestration, administrative costs, and factoring in current inflation over time, the real dollar amount of the MAP funding was \$126 million for PY2022, estimated \$114 million for 2023.
- The 2023 Farm Bill is the next opportunity for Congress to increase MAP and other FAS market development program funding.



Questions?



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