

January 6, 2017

Mr. Donald J. Trump  
Office of the Presidential Transition  
1717 Pennsylvania Avenue NW  
Washington, D.C. 20006

Governor Michael Pence  
Office of the Presidential Transition  
1717 Pennsylvania Avenue NW  
Washington, D.C. 20006

Dear President-Elect Trump and Vice President-Elect Pence:

America's farmers and ranchers congratulate you on the successful outcome of the election. We look forward to working with your Administration to grow jobs in the rural economy through growth-oriented tax policies, eliminating or reforming unnecessary regulatory burdens, investing in infrastructure, and by increasing agricultural exports.

As you know, the economic vitality of America's heartland is inextricably linked to the continuing productivity of U.S. agriculture, which is an unparalleled American success story. Agriculture and agriculture-related industries contributed \$835 billion to the U.S. GDP in 2014, a 4.8% share. Our industry employs millions of hard working Americans. In 2014, 17.3 million full and part-time jobs were related to agriculture – about 9.3% of total U.S. employment. Food manufacturing accounts for 14% of all employees – the largest single sector.

We know that securing positive benefits for American farmers, ranchers, and workers in trade will be a priority in your Administration. This includes enforcing existing agreements so that other countries abide by their commitments, as well as expanding market access for U.S. producers through new agreements. The importance of trade to America's farmers and ranchers cannot be overstated. The share of U.S. agricultural production exported overseas is 20% by volume, with some sectors being much higher. For example, exports account for over 70% of U.S. production of tree nuts and cotton, over 60% of soybeans, and over 50% of rice and wheat. Positive farm income throughout America would not be possible without access to foreign markets, trade promotion, and trade agreements.

As the Trump Administration assembles its team and policies, U.S. agricultural trade interests must be maintained, not only in existing markets but by expanding access to new markets. Existing markets include China, Canada, and Mexico— U.S. farmers' first, second, and third largest foreign customers. U.S. agricultural exports in FY-2016 were nearly \$27 billion to China, over \$24 billion to Canada, and nearly \$19 billion to Mexico. Disrupting U.S. agricultural exports to these nations would have devastating consequences for our farmers and the many American processing and transportation industries and workers supported by these exports.

America's farmers and ranchers also look forward to working with you to expand access to new markets, particularly in the fast-growing Asia-Pacific region, beginning with Japan. New fair trade agreements are needed to enable U.S. farmers, ranchers, and agricultural exporters to compete—and win—in some of the fastest-growing markets in the world.

We welcome the opportunity to partner with your Administration to identify new global opportunities that will benefit American workers and consumers. We look forward to working with you to promote U.S. food and agriculture, both at home and abroad.

Sincerely,

American Farm Bureau Federation  
American Pulse Association  
American Soybean Association  
National Association of Wheat Growers  
National Barley Growers Association  
National Corn Growers Association  
National Cotton Council  
National Farmers Union  
National Milk Producers Federation  
National Pork Producers Council  
National Sorghum Producers  
National Sunflower Association  
USA Dry Pea & Lentil Council  
USA Rice  
U.S. Canola Association  
U.S. Dry Bean Council