



Don J. Cameron  
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General Manager,  
Terranova Ranch, Inc.

June 19, 2018

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College of Agriculture,  
Food and Environmental  
Sciences, California  
Polytechnic State  
University

The Honorable Jerry Brown  
State Capitol, Suite 1173  
Sacramento, CA 95814

Dear Governor Brown:

On behalf of your State Board of Food and Agriculture, I cannot overstate the importance that international trade has for California's farmers and ranchers. Current federal actions related to tariffs and trade agreements are having direct impacts on the state's farmers resulting in cancelled orders and decreased sales. California's agricultural exports are valued at more than \$20.04 billion and represent a significant number of direct and indirect jobs that primarily reside in rural communities.

Over the last few months, California's agricultural stakeholders have had the opportunity to host several key officials from the United States Department of Agriculture (USDA), including Secretary Sonny Perdue and most recently Mr. Ted McKinney, USDA Under Secretary for Trade and Foreign Agricultural Affairs. This Board has also held meetings and events with California's agricultural trade community to hear directly about the challenges that the current trade environment is creating for producers in the state.

Given the unique role that California has as the nation's largest agricultural producer and exporter, we are hopeful that you would consider using your leadership and admiration on the national level to further elevate the importance of agriculture trade to the state's Congressional Delegation as well as to national and regional associations comprised of your fellow governors. These actions may further help to inform federal officials on the importance of trade and trade agreements to the nation's agricultural sector.

I appreciate the opportunity to brief you on this issue which is important to the state's farmers and ranchers.

Sincerely,

Don J. Cameron  
President



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cc: Karen Ross, California Department of Food and Agriculture  
Panorea Avdis, Governor's Office of Business and Economic Development  
Diana Dooley, Office of Governor Edmund G. Brown, Jr.