June 19, 2018

The Honorable Ted McKinney  The Honorable Gregg Doud
Under Secretary Chief Agricultural Negotiator
U.S. Department of Agriculture Office of the U.S. Trade Representative
1400 Independence Ave, SW 600 17th Street NW
Washington, D.C. 20250 Washington, D.C. 20508

Dear Under Secretary McKinney and Ambassador Doud:

California’s farmers and ranchers greatly appreciate your ongoing commitment
to enhance and expand international market opportunities for U.S. agricultural
products. California, as the nation’s leading agricultural producer and exporter,
greatly benefits from long established and newly developed trade relationships
that provide opportunities for foreign consumers to enjoy the agricultural
products grown and raised on American farms and ranches.

Members of this Board recently had the pleasure of hosting Under Secretary
McKinney in California to meet with a diversity of agricultural stakeholders and
to tour farms and food processing facilities. We felt that this visit provided a
great opportunity to connect with farmers and hear directly from them on the
value and importance of international markets as well as the impact current
tariffs and trade disruptions are having on their operations. It would be our
pleasure Ambassador Doud to coordinate a similar visit for you in the upcoming
months.

On average, approximately 26 percent ($20.04 billion) of California’s
agricultural production is exported. Many of these products are specialty crops
(fruits, vegetables, and tree nuts), but also include dairy, rice and beef. Price
fluctuations resulting from tariffs and trade disruptions greatly impact producers
who remain in tight competition with other foreign suppliers. A short-term
solution to recent trade barriers is needed versus a prolonged and protracted
dispute that will greatly impact the nation’s farm economy.

As you continue your trade discussions with foreign officials, the California
State Board of Food and Agriculture appreciates your recognition on the
significance these important long term agricultural markets have for the nation’s
farmers and ranchers.
We look forward to the opportunity of a future visit.

Sincerely,

Don J. Cameron
President

cc: Karen Ross, California Department of Food and Agriculture
    Panorea Avdis, Governor’s Office of Business and Economic Development