



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

June 19, 2018

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Executive Director

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Muller Ranch, LLC

Joy Sterling, CEO  
Iron Horse Vineyards

Andrew J. Thulin, Dean  
College of Agriculture,  
Food and Environmental  
Sciences, California  
Polytechnic State  
University

The Honorable Ted McKinney  
Under Secretary  
U.S. Department of Agriculture  
1400 Independence Ave, SW  
Washington, D.C. 20250

The Honorable Gregg Doud  
Chief Agricultural Negotiator  
Office of the U.S. Trade Representative  
600 17<sup>th</sup> Street NW  
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.



June 19, 2018

Page 2

We look forward to the opportunity of a future visit.

Sincerely,

A handwritten signature in black ink that reads "Don J. Cameron". The signature is written in a cursive style with a large, stylized initial "D".

Don J. Cameron

President

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