

House Committee on Agriculture
Subcommittee on Livestock and Foreign Agriculture Hearing on
A 2022 Review of the Farm Bill: International Trade and Food Assistance
Programs
Wednesday, April 6, 2022

Testimony of Krysta Harden
President and CEO of the U.S. Dairy Export Council

Good morning Chairman Costa, Ranking Member Johnson, and distinguished members of the Subcommittee. Thank you for inviting me to testify as part of your 2022 Review of the Farm Bill's International Trade and Food Assistance Programs.

My name is Krysta Harden. I am testifying today on behalf of the U.S. Dairy Export Council (USDEC) where I serve as the President and Chief Executive Officer.

USDEC is a non-profit, independent membership organization representing the global trade interests of U.S. dairy farmers, dairy processors and cooperatives, dairy ingredient suppliers and export trading companies. Our mission is to enhance U.S. global competitiveness and assist the U.S. industry to increase its global dairy ingredient sales and exports of U.S. dairy products. USDEC and its 100-plus member companies are supported by staff in the United States and overseas in Mexico, South America, Asia, the Middle East and Europe. Dairy Management Inc. founded USDEC in 1995 and, through the dairy checkoff program, is the organization's largest funder, however none of those funds are utilized in advocacy efforts. USDEC works with the National Milk Producers Federation to promote and advance the trade interests of the dairy community. USDEC's advocacy with Congress and the Administration related to trade policy issues is solely funded by membership dues.

USDEC is the dairy industry's cooperator, executing programs to increase U.S. dairy exports with the support of the MAP and FMD programs since its founding 27 years ago. As part of that work, USDEC has also been an active participant in multiple Global Based Initiatives. Over that time period, dairy exports have grown from \$764 million in 1995 to a record \$7.75 billion last year. Farm Bill Title III programs' support has been instrumental to that growth and will continue to be critical in sustaining and growing U.S. dairy exports in the years to come.

The robust environmental stewardship of U.S. dairy farmers bolsters our capacity to meet global demand and provides an additional opportunity to be competitive. No other country is as greenhouse gas efficient in milk production as the United States, where producers reduced the greenhouse gas emissions of producing a gallon of milk by almost 20 percent from 2007 to 2017. We make highly sustainable products and continue to improve on that through our 2050 goals to become greenhouse gas-neutral or better, improve water quality, and optimize water usage.

Our history of stewardship and strong commitment to building upon our progress further in the coming years makes the U.S. dairy industry extremely well poised to responsibly meet the growing global demand for sustainably produced, high-quality dairy nutrition. We're eager to rise to that challenge and appreciate this opportunity to outline how Congress and the U.S. government can best support dairy farmers and manufacturers in this critical endeavor.

Strong Title III funding of export promotion programs in the farm bill lays the bedrock necessary for our success; coupling that with additional trade policy measures enabling the U.S. to better compete against the world's largest global suppliers of dairy will help our dairy farmers and manufacturers thrive and support the millions of American jobs that are reliant on a healthy U.S. dairy industry.

Economics of Dairy Sector and Trade

U.S. dairy is an essential component of American communities across the country, employing more than one million workers and adding \$750 billion to the U.S. economy.¹ For the U.S. dairy industry to be successful and continue to support farmers, workers, and consumers, international trade and exports are of utmost importance. Exports underpin U.S. dairy's success in the present and will support the industry's growth in the future.

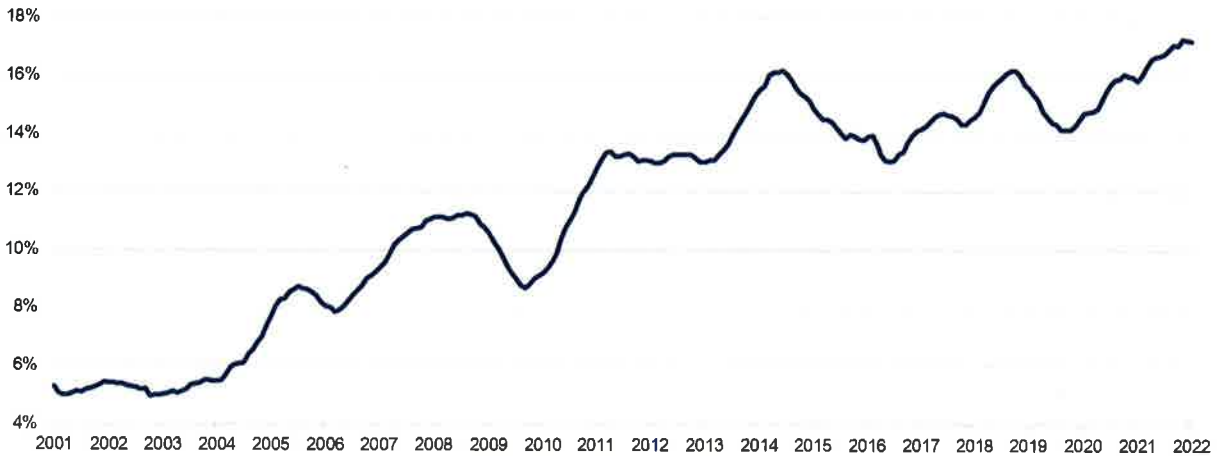
To best understand the impact of exports, it's important to understand how milk is produced and priced. Milk contains three essential components: milkfat, protein and lactose. The domestic versus international uses of these different components vary. In essence, U.S. cows naturally produce more of these essential dairy components than the United States consumes, making export markets critical to fully and efficiently using all the valuable components in the milk produced by dairy farmers.²

Over the past 20 years, satisfying international consumers' growing demand for dairy, particularly dairy protein, has allowed the industry to grow. Today, exports account for 17% of U.S. milk production. That figure is expected to continue to climb in the years ahead as global dairy demand continues to grow.

¹ <https://www.idfa.org/dairydelivers>

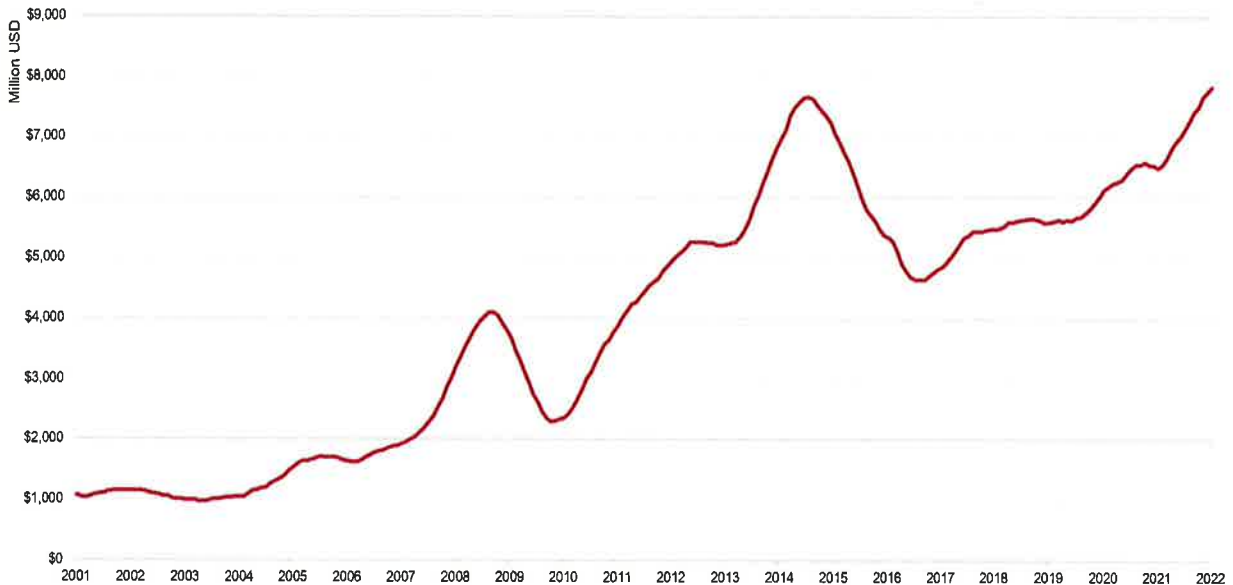
² According to USDA, on average, out every 100 pounds of milk, 4 pounds were milkfat and 9 pounds were protein, lactose and other skim solids. The rest is water.

Percent of U.S. Milk Production Exported
(Rolling 12 Months)



Since 2001 U.S. milk production has increased by 37% while exports have more than quintupled. Impressive as that export growth has been, the value of exports has increased even faster than the volume of exports over that time, jumping by 537%. This highlights the fact that international markets can be a high value proposition for U.S. dairy. And those sales are critical to our customers abroad as well – the U.S. is the third largest exporter in the world. The well-being of the U.S. dairy industry is inextricably tied to international trade and the global dairy demand is strongly reliant on the U.S. remaining a consistent and reliable supplier.

Total Exports to World (Rolling 12 Months, Value)



As important as exports are today to America’s dairy industry, they’re essential to our future. International dairy trade is growing faster than the U.S. domestic market. As shown in the chart below, since 2010, the amount of dairy traded internationally has grown by more than twice the rate (+4% per year on average) of U.S. domestic dairy consumption (+1.5%).

Incremental Growth of Global Dairy Trade & Domestic Consumption since 2010
(Rolling 12 Months, Milk Solids Equivalent)



The U.S. dairy industry’s strongest future growth opportunities will come from international trade with 96% of the world’s population living outside of the United States and rising populations and incomes in dairy importing markets. In some ways that future is already here. Perhaps the most telling statistic of all is that **U.S. dairy exports have grown by more than domestic sales in four out of the past five years**, including 2021, which set records for volume, value and percent of production exported. And this is despite what U.S. exporters face in key markets with recent export supply chain headwinds and competition disadvantages.

Ultimately, if the United States wants to continue to help fulfill the growing demand for high-quality nutrition around the world – and reap the benefits that those sales create for U.S. dairy farmers and workers through the production of Made-in-America products, we will need to continue to expand export sales. That takes broad-based support – including from the farm bill as well as the complementary matching funds the U.S. dairy industry provides – and additional policy tools to set our farmers and dairy manufacturers up for continued global success.

The growing global market is a highly competitive environment with experienced competitors entrenched in key markets. The European Union and New Zealand, the world’s two largest dairy exporters, have been active in international markets far longer than the U.S., which has provided them with powerful historical advantages. They’ve built upon those advantages through a much more robust trade policy strategy – between the EU and New Zealand, one or both have free trade agreements (FTA) in 15 out of the 17 largest dairy markets by value.³ The U.S., by contrast, only has FTAs with five.⁴

³ Excluding the U.S. and European Union, the seventeen largest dairy import markets by value are China, United Kingdom, Russia, Saudi Arabia, Mexico, Japan, Indonesia, South Korea, Malaysia, Philippines, Australia, Singapore, Canada, Thailand, Taiwan, Switzerland, and Egypt. Only Russia and Saudi Arabia don’t have FTAs with either the EU or New Zealand.

⁴ The U.S. has FTAs with Australia, Canada, Mexico, Singapore, and South Korea. Although the U.S.-Japan Phase One Agreement expanded U.S. access to that market, work to complete it and create a permanent, comprehensive FTA has not been concluded.

With the combined investment of U.S. dairy farmers, processors, policymakers and associations, the U.S. is asserting itself as the primary dairy supplier to the growing global market. In 2021, the United States grew dairy exports by more than any other country in the world. However, sustaining that success is not guaranteed.

Maintaining trade relationships is vital to the strength of the domestic dairy industry and the economic health of rural America. Congress and the U.S. government must work together to preserve equitable trade relationships with key dairy trading partners and prioritize creating greater market access for the high quality, sustainably produced milk and dairy ingredients manufactured by the U.S. dairy industry.

Expanding trade opportunities for dairy and reducing tariffs and non-tariff barriers to trade is crucial. The case for free trade agreements is more important than ever. With the international market growing at a faster rate than the domestic market, well negotiated FTAs support jobs in the United States. Over the past 10 years, global dairy trade grew on average by 3.8% per year on a milk solids equivalent basis. Customers around the world continue to demand more high-quality, nutritious, and sustainable dairy products every year, a need that U.S. dairy farmers and their cooperatives are well positioned to meet. Greater access to key dairy markets where the U.S. exports currently face competitive disadvantages will mean continued opportunity and growth for U.S. dairy farmers.

Title III and U.S. Dairy

MAP & FMD Funding:

The Market Access Program (MAP) and the Foreign Market Development (FMD) program promote American-grown and produced food and ag products that are in competition with heavily subsidized foreign products. According to preliminary data from a forthcoming econometric study, the benefit-cost ratio of these programs is exceptional. For every \$1 invested in export market development programs, well over \$20 is returned in export revenue. Additionally, these programs increased net farm cash income by an average of nearly \$3 billion per year over the last two decades. . These programs have significant direct impacts for farmers and ranchers, while also generating indirect effects in jobs and wages created at the state and local level.

Over the past five years, USDEC has received an average of \$5.3 million annually in MAP funding⁵ and an average of \$697,000 annually in FMD funding⁶.

- USDEC MAP funds are largely used for investments in our international office network of “boots on the ground” in key markets around the world; global cheese communication and education work conducted through USDEC’s USA Cheese Guild; retail cheese promotions; strategic market research, participation in the Middle East’s flagship trade

⁵ 2022 – \$5.790M; 2021 – \$5.318M; 2020 – \$5.221M; 2019 – \$5.292M; 2018 – \$4.998M

⁶ 2022 – \$694K; 2021 – \$789K; 2020 – \$632K; 2019 – \$712K; 2018 – \$657K

show, Gulfood; and market servicing work on one of our largest export destinations: Southeast Asia.

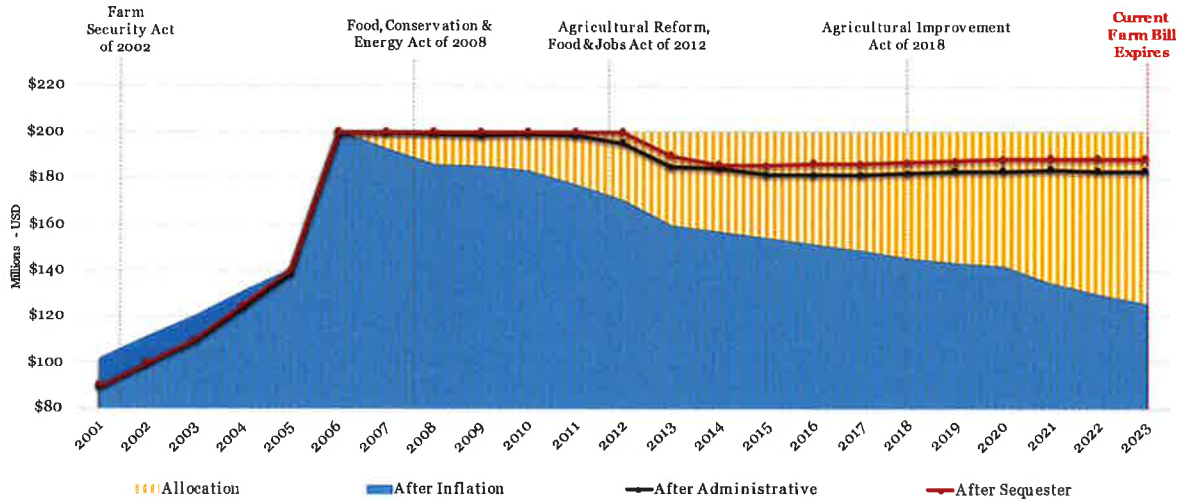
- USDEC FMD funds are largely used for investments in strategic research; communications, seminars, shows and workshops focused on driving international use of U.S. dairy ingredients.

The following are just a few examples of the ways in which USDEC has used these programs:

- USDEC trade servicing and promotions have effectively introduced new cheese varieties and supported new menu items containing U.S. cheese in Japan. As a result, Japan has been a consistently growing market for U.S. cheese, with U.S. exports more than doubling in the past 10 years, reaching nearly \$163,000,000 in value in CY 2020, compared to \$73,000,000 in CY 2010; Jan-Jun 2021 exports are at about \$97,000,000, 11 percent ahead of last year.
- Southeast Asia has become one of the most significant regions for U.S. milk powder exports as well as other dairy ingredients. A key impetus for our milk powder export gains was the USDA MAP-funded Milk Powder Summit held by USDEC in Singapore a few years ago. In addition, in 2021, USDEC launched the virtual Dairy Protein Snack Studio to give Southeast Asian food manufacturers ideas for incorporating U.S. dairy protein into new snack products targeted to regional tastes. This MAP-funded online tool has an interactive interface to spark R&D imaginations, with the ability to experiment virtually with different product shapes, U.S. dairy protein type, flavor, complimentary ingredients and coatings.

MAP is currently funded at \$200,000,000 annually, while FMD is at \$34,500,000. Based on various factors, including inflation, sequestration, and administrative expenses taken out of the program, the value of the MAP program has been reduced to approximately \$129,000,000 as illustrated in the chart below, decreasing the program by \$70,000,000. This trend will continue to decrease the program's value every year. Similarly, over \$3,000,000 is stripped from FMD.

Impacts on MAP Funding 2001-2023



Recent reports from the U.S. Grains Council and the U.S. Agriculture Export Development Council show that doubling MAP and FMD would add \$44,100,000,000, or 3.6 percent, to agricultural export revenues. These programs undeniably add tremendous value to not only U.S. dairy exports, but the ability of all U.S. producers to market their goods internationally.

As Congress looks toward the next farm bill, USDEC urges doubling funding for MAP and FMD to better promote America’s food and ag products across the globe. Based on our experience with the Agricultural Trade Promotion (ATP) Program, short term funding imposes significant constraints on the effectiveness of U.S. cooperators’ ability to build sustainable market development activities. USDEC was awarded approximately \$7,800,000 in ATP funds in 2019 – funds which must be spent by the end of 2023⁷. The ATP program has been helpful, and we value these additional resources, yet their time-limited nature greatly limits our ability to develop the type of programs we would see as most effective long term.

Common Food Names and the Farm Bill:

In addition to our traditional promotion and research-oriented activities under the MAP program, USDEC has also been an active participant in various Global Based Initiatives (GBI), cross sector projects that benefit from a small portion of the total MAP funding. We are particularly active through the Consortium for Common Food Names in leading the charge to defend the use of common food and beverage names against aggressive global efforts by the EU to impose geographical indications (GIs) trade barriers in markets around the world. In principle, GI

⁷ In 2021 ATP funds were primarily used for the following: market and consumer research; retail cheese promotions in Mexico and South America; dairy ingredient activities in Mexico; dairy ingredient promotions and communications in SE Asia; trademark registrations for USDEC promotion efforts.

protections are used to describe specialized products made in a specific region of a country to protect the unique nature of that product. However, the EU has used GIs to restrict the use of generic terms by which millions of consumers recognize some of their favorite foods and beverages. The use of GIs to restrict consumer access to generic named foods must be firmly rejected as the protectionist and anti-trade policy that it is.

To complement the industry-led activities executed through the GBI program, we have urged the U.S. government to secure firm and explicit trade commitments assuring the future use of specific generic food and beverage names targeted by EU monopolization efforts and rejecting the use of GIs as barriers to trade in products relying on common names. USMCA's common food name side letter provisions established a new precedent affirming market access rights for a non-exhaustive list of commonly used product terms. However, to effectively combat the EU's trade-distorting and WTO-illegal actions, the U.S. government must proactively and consistently expand beyond this precedent to rectify these trade barriers with other trading partners. Accomplishing this will ensure that market access protections for American-made common food name products are strengthened and these cloaked barriers to trade are rejected.

This Committee also holds a responsibility to address non-tariff barriers like GIs. Language in the 2023 farm bill would help combat the challenge of GIs restricting trade of U.S. exports of common food names products. This would ensure that USTR and USDA negotiate proactively to defend the ability to use common names through bilateral agreements, MOUs and exchanges of letters. We look forward to working with our dairy industry partners to further elaborate on potential recommendations for this Committee as the writing of the next farm bill progresses.

Food Aid:

Dairy provides high quality nutrition, which is particularly important for food insecure populations⁸. Milk and dairy products are nutrient-dense foods, supplying energy and high-quality protein with a range of essential micronutrients (especially calcium, magnesium, potassium, zinc, and phosphorus) in an easily absorbed form. Milk minerals are crucial for human health and development as well as in dairy processes as cheese-making and for all traits involving salt-protein interactions. Dairy products are rich in nutrients that are essential for good bone health, including calcium, protein, vitamin D, potassium, and phosphorus. Adequate calcium intake influences skeletal calcium retention during growth and thus affects peak bone mass achieved in early adulthood. The high levels of calcium play an important role in the development, strength, and density of bones for children and in the prevention of bone loss and osteoporotic fractures in elderly people.

With respect to protein quality, dairy outperforms alternatives and has important advantages for consumers over other (typically lower priced) protein sources. Despite the robust scientific evidence that demonstrates the nutritional benefits provided by dairy, dairy products are not widely used in U.S. food aid programs. USDEC encourages Congress to examine opportunities to increase the use of U.S. dairy ingredients in a targeted manner in U.S. food programs in order to draw more heavily on the high-quality nutrition that dairy can offer, particularly for vulnerable groups such as children who are experiencing the devastating consequences of malnutrition.

⁸ Dairy facts in this paragraph sourced from: <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6723869/>.

One area that is particularly ripe for greater near-term focus worldwide is the use of dairy ingredients in the treatment of malnutrition and wasting. For example, powdered milk is one of the primary ingredients used in ready-to-use therapeutic food (RUTF), an energy-dense, fortified medical food paste used to treat severe acute malnutrition the deadliest form of malnutrition, known as wasting. Just three RUTF packets every day can bring a child back from the brink of death in a matter of weeks. Despite being ranked as one of the most effective child survival interventions, RUTF is vastly underfunded. Less than one in four children suffering from wasting have access to this life-saving treatment.

American dairy farmers have the capacity to meet more of this emergency global need, but current investment in RUTF production is not enough. USDEC encourages Congress to examine opportunities in the upcoming farm bill to scale up purchases of U.S. RUTF products that are compliant with World Health Organization (WHO) guidelines.

Additional Trade Priorities

As vital as the farm bill's Trade Title is to supporting U.S. dairy exports, to maximize success America's dairy farmers and manufacturers need to see additional policy steps taken to advance U.S. agricultural export opportunities. A few top priority policies are outlined below:

Swift Appointment and Approval of Key U.S. Agricultural Export Nominees

To achieve full implementation of our existing trade agreements, and to broker new trade deals, it is imperative that we have the correct people at the helm of these negotiations. We are extremely worried that over a year into this Administration, we still do not have a confirmed USTR Agricultural Ambassador or a USDA Under Secretary for Trade and Foreign Agricultural Affairs. We believe the next farm bill trade title should provide specific timeframes for the Administration to put forward nominees for these two positions for Congress to consider. In the meantime, we urge Congress to push the Administration to fill these positions swiftly given how critical they are to defending the interests of U.S. farmers and food manufacturers working hard to sell their American-made products around the world.

Strong Support for Comprehensive Trade Agreements

As noted earlier, U.S. dairy exporters operate in a highly competitive global marketplace where our largest competitors – the EU and New Zealand – have been much more active than the U.S. over the past decade in negotiating and implementing trade agreements. This is already putting U.S. dairy exporters at a disadvantage in certain markets and the gaps will continue to grow the longer the U.S. delays reengaging in the global trade policy sphere in earnest. For this reason, USDEC strongly urges a resumption of the pursuit of comprehensive trade agreements with key dairy importing markets.

For example, we should restart U.S.-United Kingdom (UK) FTA negotiations. In 2021, the U.S. exported only \$30,000,000 in dairy products to the UK despite the fact that the UK is a major dairy importer. Our exports were significantly constrained due to existing tariff and non-tariff

barriers. A resumption of FTA negotiations, and an eventual agreement, would substantially increase trading opportunities for this region.

Moreover, we urge the pursuit of comprehensive trade negotiations with key Asian markets such as Japan, Vietnam, Malaysia, Thailand, Indonesia and the Philippines. This is particularly important given that our major dairy competitors in many of these markets already have FTAs in place, putting U.S. dairy producers at a competitive disadvantage. USDEC does not consider FTAs to be an outdated 20th century tool; rather, FTAs remain the primary tool by which the U.S. can level the playing field for the sale of American-made goods around the world. The contents of FTAs can and should evolve over time to best advance U.S. priorities; yet abandoning this tool entirely due to concerns about some of our FTAs' past provisions risks losing market share to our competitors.

As FTAs are unfortunately not advancing, it's key that we maximize use of the tools USTR has announced to date. The Indo-Pacific Economic Framework provides an opportunity to address tariff and non-tariff trade barriers to U.S. dairy exports throughout the region. It is imperative that agriculture is a core component of these conversations given our industry's position as a reliable net-exporting producer of products supporting U.S. workers. The U.S. should maximize use of the Indo-Pacific Economic Framework to benefit U.S. agricultural exporters while continuing to work toward resumption of comprehensive trade agreement negotiations.

At the same time, USTR has also touted the value of Trade and Investment Framework Agreements (TIFAs) to advance U.S. export interests. We are hopeful that TIFAs can indeed be leveraged to make a degree of progress on expanding markets; doing so will require a greater prioritization of U.S. agricultural export interests than has traditionally been the case in TIFA discussions, however.

Implementation and Enforcement of Existing Trade Agreements

As important as it is to forge new agreements to continue to reduce barriers to U.S. dairy exports, it is critical that the U.S. ensure that our trading partners are held accountable of the provisions in our current deals.

In this respect, USDEC emphasizes the importance of fulsome implementation and robust enforcement of the U.S.-Mexico-Canada Agreement (USMCA) in order to preserve and fully deliver on the market access opportunities the U.S. procured for U.S. dairy exports.

We greatly appreciate the work of the Administration to initiate and secure a successful verdict in the first dispute settlement panel proceeding ever brought under USMCA, focusing on Canada's breach of its USMCA dairy tariff-rate quota (TRQ) commitments.

I would like to thank the numerous members of this subcommittee for their strong support on this issue.

Unfortunately, Canada's proposal to alter its USMCA dairy TRQ system falls far short of the genuine reforms needed to comply with all of its USMCA commitments. The U.S. must insist

that Canada's proposal is unacceptable and that full compliance with the agreement is the only acceptable outcome in this case. The future of U.S. dairy exports to Canada depends on this, as does the outlook for the ability of USMCA's dispute settlement case to deliver real change when our trading partners shirk their obligations.

Other issues must be monitored and focused on by the Administration to ensure USMCA works for the dairy industry:

- Canadian exports of milk protein isolates (MPI) and certain skim milk blends manufactured under the new Class 4a have been increasing in a manner that appears designed to intentionally circumvent USMCA's dairy protein export disciplines. Curbing Canada's use of global markets to dispose of the excess dairy protein generated by its government-controlled supply management system was a core USMCA objective and must remain a focus area of the Administration.
- Vigilant monitoring and aggressive enforcement will also be necessary with our other USMCA partner, Mexico. Mexico is the largest export market for U.S. dairy products, and the U.S. trade relationship with Mexico is of the utmost importance. Unfortunately, Mexico has seen a proliferation of poorly designed regulations that threaten to disrupt trade and erode the U.S. role as a reliable supplier. These overly burdensome regulatory proposals pose a particular threat to U.S. milk powder and cheese exports to Mexico. Close attention must also be paid to Mexico's implementation of USMCA side letter provisions on geographical indications (GIs) and common food names.

The U.S. should ensure discussions with Mexico treat its surge in regulatory and customs enforcement issues as a collective concern, and not simply as one-off issues. We need to restore smooth and predictable trading conditions with Mexico to ensure that the U.S. and Mexico remain an integrated market fulfilling the promise of USMCA.

Another area where implementation and enforcement are crucial is the China Phase One agreement. The Phase One trade agreement with China achieved important progress on several non-tariff-barrier (NTB) issues such as dairy facility registrations and access for high-value products such as extended shelf-life milk. However, retaliatory tariffs continue to impose a significant burden on U.S. dairy exports. The U.S. should secure long-term relief from these tariffs and work to ultimately achieve removal of them so that the U.S. dairy industry can reap the full benefit of the Phase One agreement and grow its market share and export volumes.

Over the past decade, China has become a critically important market for U.S. dairy exports. Sales last year alone totaled over \$700,000,000, ranking China the third largest export market for U.S. dairy products, despite the harmful impact of China's retaliatory tariffs in response to USTR Section 301 duties. While this progress is appreciated, it should also be noted that the Chinese have fallen short of their Phase One commitments to the tune of over \$17,000,000. The impact of this shortcoming did not escape the dairy industry – China continues to primarily source key dairy commodities such as milk powder and cheese from non-U.S. sources.

While there remains tremendous potential in this market as demand for dairy products continues to expand, China has not prioritized purchasing significantly larger shares of its dairy needs from the U.S. to date, despite its Phase One agricultural purchase commitments. We urge this Committee, and all of Congress, to work with the Administration to hold China accountable for their purchase commitments, press for removal of all retaliatory tariffs on dairy, and in the interim secure year-long retaliatory tariff exemptions for dairy products.

U.S. Leadership on Global Sustainability Efforts

We believe that the U.S. is uniquely positioned to promote sustainability on the global stage by leading a science-based, productivity-oriented approach that will be critical to supporting global competitiveness of U.S. agriculture exports, particularly dairy. We expect to see increasing pressure from our export competitors focused on advancing their agriculture, sustainability and trade objectives through ongoing work in the United Nations and international standard setting bodies. To balance the discussion and ensure global recommendations and standards are science-based, facilitate trade, and deliver more sustainable food systems, it is essential that the U.S. government take a leadership role and work with likeminded countries around the world to deliver priority outcomes.

The U.S. dairy industry demonstrated that it is a strong partner in this charge at this past year's United Nations Food System Summit. As a proud member of the Coalition of Action for Sustainable Productivity Growth for Food Security and Resource Conservation, we stand ready to do the work needed to advance the pragmatic, forward looking approach that the U.S. government has identified in their fight against climate change. This wide-ranging effort includes encouraging other countries and sectors to embrace the benefits of a sustainable productivity model and support innovation through initiatives such as our Net Zero Initiative, which is a voluntary on-farm effort to advance our 2050 goals of achieving GHG neutrality and improving water and land use.

As dialogue around the world and within the UN itself often focuses on an anti-trade, anti-dairy, and anti-agriculture narrative, the U.S. dairy industry looks to U.S. leadership to inform the debate about the benefits of innovation and technology while advocating an approach that respects the legitimate role of all agricultural sectors in the future of the global food system. Given current and anticipated challenges combined with the solutions U.S. agriculture has to offer, the United States must remain uniquely focused on charting a more workable, trade-friendly and science driven pathway forward on sustainability and climate issues. Agricultural producers across the board are stewards of the land, and the U.S. dairy industry provides a prime example of that.

Closing

In closing, I would like to reiterate how important Title III of the Farm Bill is – the trade title supports U.S. dairy producers and processors in accessing profitable and successful global trading routes, while maintaining capacity at home. This importance cannot be understated, yet it is critical that we see more policies and actions by Congress and the Administration to best support American-made ag exports.

Again, Chairman Costa and Ranking Member Johnson, I truly appreciate the opportunity to testify before this Committee and serve as a voice for the U.S. dairy industry to highlight the importance of global trade to American dairy farmers across the nation.