

**United States Senate Committee on Finance**  
**Hearing on “The Nomination of Douglas J. McKalip, of the District of Columbia, to be**  
**Chief Agricultural Negotiator, Office of the United States Trade Representative, with the**  
**Rank of Ambassador”**  
**July 28, 2022**

**Questions for the Record for Mr. Douglas McKalip**

**Ranking Member Crapo**

**Question 1: SPS Rules Potential for the Indo-Pacific Economic Framework (IPEF)**

Many of our trading partners maintain SPS measures which are ostensibly used to protect health, but are really just a form of disguised protectionism to keep out U.S. agricultural products. You helped address one such barrier, which was Mexico’s restrictions on the importation of U.S. potatoes. I strongly believe that such safety measures must be supported by legitimate science.

- With respect to IPEF, do you think it makes sense to pursue rules to ensure health and food safety measures that are based on science—like those found in the WTO SPS Agreement?

**Answer:** Absolutely. If confirmed I will pursue high-standard commitments from IPEF partners to advance the implementation of science and risk-based agricultural policies, and improve transparency in the development of import rules and regulations.

- Such rules are enforceable under free trade agreements – but, how do we make them enforceable in the context of this new “framework,” or executive agreement?

**Answer:** If confirmed, I would pursue elements in the IPEF trade pillar to include high-standard, science-based commitments on agriculture that promote U.S. competitiveness and inclusive prosperity. USTR expects to develop the enforcement framework for the trade pillar through discussions and robust engagement with Congress, stakeholders, and our foreign partners.

**Question 2: Transparency and Congressional Consultation**

There is bipartisan concern that USTR is not adequately consulting with Congress on trade policy. That’s particularly a shame when it comes to agricultural trade policy because Congress is very close to our farmers and ranchers. I believe we both agree that U.S. trade policy is strongest when Congress and the Administration are working together.

- To that end, do you agree Congress should see all Administration proposals for binding trade obligations, before they are provided to our trading partners, so Members can provide meaningful input?

**Answer:** I believe that the Administration should share negotiating text with Congress before sharing it with outside stakeholders and trading partners.

In addition, in my thirty-year career, I have been an effective advocate for America’s farmers and ranchers. I recognize that having the voice of both the Executive Branch and the Legislative Branch unified on farm issues puts me in the best position to continue to get results for farmers

and ranchers. Therefore, I would certainly plan to consult closely with Congress and solicit input that would inform my work.

### Question 3: Carbon Taxes

Farmers are paying higher costs for a number of inputs including diesel fuel. The Biden Administration wants the United States to be open to consideration of carbon border adjustment—or carbon tariffs. In fact, in a number of initiatives, the Biden Administration urges “de-carbonization.”

- Do you agree the Administration should first analyze and share with Congress the potential impact of any carbon tariffs on our farmers and agricultural interests, before trying to advance any such tax initiative?

**Answer:** I understand the importance of close consultation with Congress including on any potential issues regarding carbon border tariffs and would consult with Congress on the impact to farmers and agricultural interests should USTR move forward with action related to carbon border tariffs.

### Question 4: USMCA and Biotech Approvals

You have a great deal of familiarity with the issues concerning biotech crops. American innovation helps our farmers achieve extraordinary productivity. However, a number of countries—including Mexico—are utilizing that very innovativeness as an excuse to restrict our products. In particular, Mexico has stopped approving U.S. biotech products. USMCA included rules to reduce barriers to U.S. biotech crops.

- If confirmed, would you make market access for biotech crops into Mexico a priority?

**Answer:** If confirmed, I would prioritize Mexico returning to a science- and risk-based regulatory approval process for biotech products. I am familiar with the critical role of biotech products in helping U.S. farmers meet their sustainable production goals and in increasing crop yield and farm incomes. I would carefully consider strategy on Mexico’s biotech policies, including looking at all the tools under the USMCA.

### Question 5: China and Phase 1 Agreement

Earlier this year during a House Agriculture Committee hearing, Secretary Vilsack stated that China did not come through on several commitments it made under the “phase one” agreement. Clearly, China has not met its purchasing commitments, but there are also questions about whether China met its structural commitments for agriculture, including reforming its agricultural biotech approval process.

- If confirmed, will you prioritize Phase One enforcement, including the structural commitments?

**Answer:** I recognize that China is an important market for U.S. agriculture, and not just for the major commodities, but for a variety of U.S. food and agricultural producers. If confirmed, I intend to hold China accountable for its structural commitments in the Phase One Agreement, including China's commitment to maintain transparent, predictable, science-based regulatory policies regarding agricultural biotechnology approvals.

I would intend to engage with China, as well as work with trading partners, to ensure that the terms of competition are fair with respect to agricultural trade. I also intend to work to expand and diversify the opportunities for U.S. agricultural producers to export their goods to reliable trading partners worldwide.

#### Question 6: Mexico Potato Access

After 25 years in dispute, the U.S. potato industry had a positive breakthrough, this past May, in shipping fresh potatoes to all of Mexico.

Now that Mexico received what it wanted, I am concerned it may backslide its commitments for our potato exports. In fact, just last week, we saw the Mexican potato industry continue a legal battle to overturn this new access.

- Will you commit to using every tool at USTR's disposal to ensure that U.S. potatoes maintain access to the Mexican market?

**Answer:** At USDA, I helped spearhead negotiations that led to expanded market access for U.S. fresh potatoes and, if confirmed, I would work with USDA to closely monitor developments in Mexico and use the appropriate tools to ensure there is transparent and predictable access for U.S. growers.

#### Question 7: U.S.-Canada Dairy

Canadian tariff-rate quotas (TRQs) for U.S. dairy products under USMCA have been a consistent point of frustration for U.S. dairy exporters who have been waiting to see the access promised under the Agreement be fully realized. Now in addition to the first dispute, which the U.S. won, New Zealand has launched their own consultations on Canadian dairy TRQs under CPTPP and the U.S. has launched a second set of consultations on the same issue under USMCA.

- What are you going to do to make sure the second consultations on this matter result in improved access and actual outcomes for U.S. stakeholders?
- How do you intend to ensure the first ever dispute under USMCA—and U.S. win—is not lost in a cycle of consultations and disputes?

**Answer:** Having been directly involved in negotiations with Canadian officials on dairy policy, I share the frustration of U.S. dairy exporters that the market access for U.S. dairy products Canada committed to under the USMCA has been undermined by its allocation measures. If confirmed, I would strategically consider next steps to ensure Canada lives up to its USMCA commitments.

### Senator Warner

#### Question 1:

Here in Virginia, we are particularly proud of our poultry industry, which plays a pivotal role in the Commonwealth agricultural economy. Virginia is consistently a top-10 poultry producing state (9th in broilers and 6th in turkeys as of 2021).

The poultry industry in Virginia directly employs over 17,000 individuals and generates an additional 37,000 jobs in businesses supporting the industry. The industry also directly supports the livelihood of nearly 1,100 farm families. I know this industry is also incredibly important to many other state economies represented by members of this committee.

I have long sought to protect the interests of our poultry producers and expand market access for our producers overseas. In recent years, I worked with a large bipartisan coalition to help re-open the Chinese market for Virginia/U.S. poultry products after a multi-year bar that negatively impacted the industry. Now, with your help, I am hoping we can continue to expand market access for our poultry producers.

One area I would like to see improvement is our trade relationship with India, particularly as it relates to agriculture/poultry. As you know, our poultry growers face an almost insurmountable barrier to entry in India.

While India has signaled their willingness to accept trade on U.S. poultry products, it maintains a trade restrictive tariff rate that effectively keeps U.S. poultry out of that market – despite not having a robust domestic turkey industry.

- In this position, how would you work with India to reduce these barriers to entry and work to increase access and lower tariffs for US food and agricultural products – particularly poultry?
- Will you commit to prioritizing U.S. poultry in conversations/negotiations within USTR and with your Indian counterparts?

**Answer:**

In November 2021, Ambassador Tai and Indian Trade Minister Goyal relaunched the United States-India Trade Policy Forum (TPF), with a view to advancing the goal, announced by both presidents to “develop an ambitious, shared vision for the future of the trade relationship.” The Ministers underlined the significance of the TPF in forging robust bilateral trade ties and enhancing the bilateral economic relationship to benefit working people in both countries. They agreed that reconvening the TPF and regular engagement under the forum would help in addressing outstanding bilateral trade concerns and allow the two countries to explore important, emerging trade policy issues. Since that time, USTR has continued to raise agricultural market access issues through the TPF and in other bilateral engagement. If confirmed as Chief Agricultural Negotiator at USTR, I intend to engage with India through the TPF, the WTO, and other fora, to improve agricultural market access for U.S. poultry and other products, including through the reduction of applied tariffs.

**Senator Sasse**

**Question 1:**

In January 2020 the U.S. and China signed the Phase One trade deal. Since then, China has fallen well short of its commitments, including those in the ag sector. What actions should the Administration take to hold China accountable to its commitments?

**Answer:** I recognize that China fell short of meeting its Phase One purchase commitments. I also believe that an overreliance on the China market, given China's use of economic coercion, often targeted at agricultural products, can threaten the livelihoods of U.S. agricultural producers. If confirmed as Chief Agricultural Negotiator, I intend to engage with China as well as work with other trading partners to ensure that the terms of competition are fair with respect to agricultural trade. I also intend to work to expand and diversify the opportunities for U.S. agricultural producers to export their goods to reliable trading partners worldwide.

Question 2:

Phase One of the U.S-China trade deal also requires China to provide more transparency in the area of meat trade. How successful has the U.S. been in enforcing this requirement?

**Answer:** If confirmed as Chief Agricultural Negotiator, I intend to hold China accountable for its structural commitments in the Phase One Agreement, including those related to the trade in meat and meat products, where transparency has been lacking.

Question 3:

The EU is pursuing a European Green Deal that could significantly increase barriers for U.S. exports. A USDA analysis also found that these EU actions could reduce food production and increase global food prices. What concrete steps should the Administration take to counter these EU actions in order to preserve U.S. ag export access to EU markets?

**Answer:** If confirmed, I will work with my EU counterpart to advocate for US agriculture and to bridge any issues that may appear during the EU's implementation of their Green Deal. Many of our farmers and ranchers have taken steps to lower their carbon footprint and increase sustainability and, if confirmed, I will work to ensure our trade negotiations seek to give them credit for these actions.

Question 4:

Which countries would you prioritize with regard to reaching new trade agreements?

**Answer:** As I mentioned during my hearing, the Indo-Pacific region provides tremendous opportunity for our farmers and ranchers. If confirmed, I would work to ensure the Indo-Pacific Economic Framework (IPEF) increases export opportunities for our farmers and ranchers by knocking down barriers and establishing clear and fair rules for our exporters.

Question 5:

Establishing a trade deal with Kenya could create a model for future agreements in Africa and create additional markets for U.S. ag products. What is the status of negotiations with Kenya on a new trade agreement?

**Answer:** On July 14, 2022, USTR announced the launch of the U.S.-Kenya Strategic Trade and Investment Partnership (STIP). Ambassador Tai and Kenyan Cabinet Secretary Maina agreed that their governments will pursue enhanced engagement leading to high standard commitments in a wide range of areas with a view to increasing investment, promoting sustainable and

inclusive economic growth, benefiting workers, consumers, and businesses, and supporting African regional economic integration. If confirmed, I will work with our farmers and ranchers to make sure their interests are served by this initiative.

Question 6:

The USTR has been actively engaging with the UK on a number of trade issues and the USDA recently concluded a trade mission there. However, a number of tariff and non-tariff trade barriers remain, including those affecting beef and pork. Will you work toward persuading the UK to adhere to Codex and other international production standards?

**Answer:** As a food import-dependent country, the UK has an opportunity to enhance its food security by adopting international, science-based standards that facilitate the trade and import of agricultural products. If confirmed, I will take every opportunity to encourage our UK colleagues to adopt science-based policies and, where possible, consider unilateral tariff reductions for non-sensitive products, to facilitate U.S. agricultural exports and increase our bilateral trade.

Question 7: Biotech

How best can the U.S. promote a science-based approach to harmonizing biotechnology in ag trade?

**Answer:** I am committed to working together with our trading partners and international allies to uphold science- and risk-based, transparent, and predictable policies that support commercialization and trade of innovative biotechnology products that enable sustainable agriculture, provide new tools to farmers to address drought, diseases, and pests, reduce food loss and waste, and supply consumers with healthier and more sustainable products. I fully intend to engage with U.S. trading partners to ensure that they fulfill their trade obligations and address issues that affect the commercialization of agricultural biotechnology products. At the same time, I intend to work with like-minded countries to ensure consumers and producers have access to accurate information on the safety of agricultural biotechnology products.

Question 8: Thailand Pork Barriers

Thailand has put in place trade barriers that constitute a de facto ban on U.S. pork exports to the country. These barriers include a ractopamine ban, restrictions on uncooked pork products and offal, and permit refusals. How do you plan to address the access of U.S. pork to the Thailand market?

**Answer:** The United States already removed approximately one third of Thailand's GSP benefits at the end of 2020 due to Thailand's failure to provide equitable and reasonable market access for U.S. pork. I pledge to work tirelessly to remove Thailand's multiple restrictions on the importation of U.S. pork, and to advocate that the import requirements that U.S. producers face in Thailand and around the globe be based on science and risk, minimally burdensome, and consistent with our trading partners' WTO obligations.

Senator Wyden

### Question 1: Ag Trade and Innovation

Oregon farmers grow and ship the best ag products in the world – from blueberries to wheat to alfalfa – that make their way into supermarkets and onto tables everywhere from Canada to China. Access to the latest innovations and best practices on everything from biotech to soil conservation makes our farmers and ranchers back home the best and most productive in the world.

This same technology and innovation has, unfortunately, become a quick and easy target for foreign regulators trying to protect their domestic producers from U.S. competition. For instance, our trading partners in Mexico, the EU, and China have a long history of dragging their feet on approving products of biotechnology.

- Mr. McKalip, if confirmed, how will you ensure U.S. innovations are not used against our farmers? How will you ensure these regulatory barriers do not prevent our exports?

**Answer:** I agree this is a major issue and pushing our trading partners to eliminate unfair regulatory barriers will be a top priority for me. If confirmed, I will promote production practices that support U.S. farmers and workers, including through provisions in U.S. trade agreements. I fully intend to engage with China, Mexico, the EU, and others to ensure that U.S. trading partners fulfill their international trade obligations and address issues that affect the commercialization of agricultural biotechnology products.

### Question 2: Market Access

As previously mentioned, Oregon's farmers and ranchers grow the world's best products. If confirmed, you'll be tasked with identifying and eliminating any barriers that block these world-renowned products from markets abroad.

In some cases, those barriers might be tariffs. But, more often than not, our farmers and ranchers are shut out of foreign markets by regulation and red tape. These are things like SPS measures, technical standards, and bureaucratic customs procedures. They might sound innocent enough, but they inflict real pain on U.S. exporters.

Mr. McKalip, this Administration has announced a range of new and innovative trade initiatives in big, bustling markets – like the Indo-Pacific – that aim to bulldoze non-tariff barriers to trade for U.S. farmers and ranchers.

- If confirmed, how will you ensure that these efforts produce real, tangible benefits for the potato farmer in Malheur County, the wheat farmer in Umatilla County, or the mid-Willamette Valley farmers growing berries and grass seed?

**Answer:** If confirmed, I will seek tangible results for U.S. agricultural producers. Within the trade pillar of the Indo-Pacific Economic Framework (IPEF), I would encourage our trading partners to implement science-based measures and eliminate non-tariff barriers that prevent American producers from accessing markets in the region, where demand for U.S. food and agricultural products is rapidly increasing.

## **Senator Cantwell**

### **Question 1:**

The Administration has told us that the Indo-Pacific Economic Framework will not have enforcement mechanisms, which will make it harder to ensure foreign markets are open to American exports. I'm not sure of the value of principles or frameworks if at the end of the day you don't have binding commitments to provide preferred access between trading partners. I fought for enforceable labor rights in USMCA and intellectual property rights in the Korea-US free trade agreement. Importantly, trade agreements allow agriculture in my state -- whether apples, fish, French fries, or wheat -- to be exported across the globe. Similarly, as you noted in your opening statement, China is not living up to its commitments made in the Phase One Agreement.

- What specific steps do you believe the United States – and USTR specifically – should take, first, in the context of IPEF, and second, with regard to Phase 1, to ensure American agricultural products do not face barriers to market access and are well positioned in the global marketplace?

**Answer:** In the context of the Indo-Pacific Economic Framework (IPEF), USTR expects to develop the enforcement framework for the trade pillar through discussions and robust engagement with Congress, stakeholders, and our foreign partners. To better position U.S. producers in the Indo-Pacific region, USTR is seeking high-standard agricultural commitments from IPEF members to advance the implementation of science-based policies and improve transparency in the development of import rules and regulations. If confirmed as Chief Agricultural Negotiator, I would work to reduce longstanding impediments to safe, wholesome U.S. agricultural products, and thereby increase market access in China and the Indo-Pacific for U.S. farmers, ranchers, and producers. I would also work to enforce existing trade agreements, using all available tools.

### **Question 2: India Apples**

Washington apple exports to India have declined quickly after India placed retaliatory tariffs on the product in June 2019, declining from a \$120 million market in 2018 to \$21 million in 2021. Right now, India is increasing apple imports from Iran, Chile and Turkey, markets that do not have high labor and environmental standards. This is directly impacting apple growers in Washington state who have seen exports to India drop.

I believe this is another reason we need to work to get the retaliatory tariffs dropped. We need to be focusing on reopening and making gains in huge markets like India.

- What does the U.S. need to do to get India to eliminate its retaliatory tariffs against U.S. producers? Don't you agree that eliminating these tariffs should be USTR's focus?

**Answer:** I appreciate you raising India's retaliatory tariffs on apples. In November 2021, Ambassador Tai and Indian Trade Minister Goyal relaunched the United States-India Trade Policy Forum (TPF), with a view to advancing the goal, announced by both presidents to "develop an ambitious, shared vision for the future of the trade relationship." The Ministers underlined the significance of the TPF in forging robust bilateral trade ties and enhancing the bilateral economic relationship to benefit working people in both countries. They agreed that



reconvening the TPF and regular engagement under the forum would help in addressing outstanding bilateral trade concerns and allow the two countries to explore important, emerging trade policy issues. Since that time, USTR has continued to raise agricultural market access issues, including tariff reductions through the TPF and in other bilateral engagement. If confirmed as Chief Agricultural Negotiator, I intend to engage with India through the TPF, the WTO, and other fora to improve agricultural market access for U.S. apples and other products, including through the reduction of applied tariffs.

### Question 3: India Apples

I understand that apples will be a topic in side discussions at the regional trade meetings in the fall.

- What steps need to be taken at this meeting to improve market access in India?
- If confirmed to serve as Chief Agriculture Negotiator for USTR, can you commit to working on ways to reduce or eliminate tariffs to improve market access for apples in India?

**Answer:** In November 2021, Ambassador Tai and Indian Trade Minister Goyal relaunched the United States-India Trade Policy Forum, with a view to advancing the goal, announced by both presidents to “develop an ambitious, shared vision for the future of the trade relationship.” The Ministers underlined the significance of the TPF in forging robust bilateral trade ties and enhancing the bilateral economic relationship to benefit working people in both countries. They agreed that reconvening the TPF and regular engagement under the forum would help in addressing outstanding bilateral trade concerns and allow the two countries to explore important, emerging trade policy issues. Since that time, USTR has continued to raise agricultural market access issues, including tariff reductions through the TPF and in other bilateral engagement. If confirmed as Chief Agricultural Negotiator, I intend to engage with India through the TPF, the WTO, and other fora to improve agricultural market access for U.S. apples and other products, including through the reduction of applied tariffs.

### Question 4:

I know it is not your decision, but as someone focused on increasing trade in agriculture, I know the farmers in my state, and I am fairly sure farmers across America, want to get rid of the policies that have led to tariffs that are hurting them.

- Can you commit to me that in this new position, when you are in the discussions within USTR, with the Department of Agriculture, and across the Administration, you will advocate for U.S. farmers with regard to the elimination of Tariffs?

**Answer:** If confirmed, I will advocate for farmers, ranchers, fishermen, and agricultural producers, just as I have done in my lengthy civil service career. Current food security challenges have shed a new light on importance of agricultural trade to ensure access to safe and affordable food worldwide. If confirmed as Chief Agricultural Negotiator, I intend to advocate for the removal of trade barriers to help U.S. farmers supply food and agricultural commodities to meet demand all over the world.

### Question 5:

Exports by the Washington state dairy industry have grown to \$627 million in 2021, including about \$300 million to Southeast Asia. Washington state dairy producers have grown exports markets despite international competitors increasing their market access through new trade agreements. This has been particularly true in Southeast Asia and the United Kingdom, where domestic dairy consumption is supported by imported dairy products. We need to secure more access in markets that are in demand of dairy products.

- If you are confirmed to serve as the Chief Agriculture Trade Negotiator at the Office of the United States Trade Representative, how you will work with Ambassador Tai and your colleagues to target markets that are in demand of dairy products and reduce trade barriers that impede Washington state dairy exports in these demand markets?

**Answer:** If confirmed, I will use all of the tools in our toolbox to ensure that U.S. agricultural exporters, including dairy exporters, can access markets around the world. I intend to address foreign barriers to U.S. agricultural exports through existing agreements, and in ongoing and future initiatives to reach trade-facilitating agreements with trading partners. This includes negotiations under the Indo-Pacific Economic Framework to establish science- and risk-based disciplines to help facilitate U.S. agricultural exports. At the same time, I intend to hold trading partners accountable to their international commitments and ensure U.S. dairy exporters can continue supplying the growing demand for U.S. dairy products around the world.

#### Question 6:

Like numerous other agricultural products, US wine exports continue to face retaliatory tariffs in critical markets like China. At the same time, foreign competitors are expanding market access in other top markets around the world through free trade agreements. The United Kingdom is a good example where US wine producers have seen great success, wine is the number one US agricultural export to the UK. However, US wineries lack the same market access as many competitors and face significant challenges growing their market share as a result.

- In the absence of an FTA, how will the Biden administration expand UK market access for highly value-added specialty crops like wine so that US producers can build on their success there?

**Answer:** If confirmed, I will engage with my UK counterparts to identify opportunities to deepen our bilateral trade ties, particularly for products like wine for which there is clear demand in the UK for access to American-made products.

#### Question 7: WWTG

The U.S. just recently assumed the Chairmanship of the World Wine Trade Group (WWTG), a unique, treaty-level organization that works to expand export opportunities and reduce trade barriers for US wine exporters. For many years, USTR's Office of Agricultural Affairs has led the US government delegation to the WWTG and as Chair will be in a position to advance key priorities during the US chairmanship.

- What priorities will you focus on during your time as Chair of the WWTG?

**Answer:** For over twenty years after the establishment of the WWTG in 1998, the group focused on concluding agreements among the members. If confirmed, I would focus on tapping into the

deep technical and trade policy expertise and strong relationships in the group to coordinate on tackling trade barriers in third-country markets.

## **Senator Casey**

### **Question 1:**

As you know, the WTO's twelfth ministerial conference just concluded with agreement on many of the issues that were before the body. One area that members did not reach a substantive agreement on is agriculture. We both know that when WTO members break the rules with outsized agricultural subsidies, it crowds out small farmers and threatens the food security of less developed countries. Farm workers right here in the United States and across the globe are often the victims.

- Could you please describe your approach to future WTO negotiations on agricultural subsidies and how that strategy will support agricultural workers here at home?

**Answer:** If confirmed, I intend to pursue agricultural negotiations in the WTO to reflect current challenges, and to seek ways to encourage Members to re-commit to adherence to a rules-based system, as well as transparency, which is essential and fundamental for creating and strengthening resiliency in global agricultural markets and achieving food security.

### **Question 2:**

Our home state of Pennsylvania ranks seventh in the nation in total milk production. In fact, the dairy industry in Pennsylvania supports nearly 52,000 jobs and contributes \$14.7 billion to the state's economy. Trade plays a big role in demand for Pennsylvania's high-quality dairy products. Our trade relationship with the European Union (EU) as it regards dairy is becoming increasingly imbalanced, with the United States importing more than \$2 billion worth of dairy products from the EU last year while U.S. farmers have difficulty accessing their market.

- How can we better tackle our trade relationship with the EU to create a more level playing field for dairy farmers here in the United States?

**Answer:** If confirmed, I intend to build trust and facilitate needed dialogue on various agricultural issues and utilize every opportunity for our two sides to begin exploring ways to strengthen our trade relationship, remove unjustified trade barriers, and level the playing field for all our farmers, including for U.S. dairy farmers.

### **Question 3:**

Plant and animal diseases are a significant risk to both the U.S. and global food system. New pathogens like tar spot, which was first found in Pennsylvania in 2020, present significant risks to agricultural yields. This year, Indonesia has been suffering a major outbreak of foot-and-mouth disease, estimated to cause an annual loss of \$1.37 billion to the Indonesian economy.

- How will you work to ensure that U.S. trade policy incorporates provisions to protect the United States against plant and animal pathogens, especially those that are zoonotic, while balancing the interests of American farmers and ranchers?

**Answer:** Science-based SPS measures protect people, animals and plants. If confirmed, I will support the development and implementation of SPS measures that are necessary to protect the United States, and I will support the inclusion and enforcement of robust SPS provisions in our trade agreements. At the same time, I will work to identify and remove SPS measures implemented by our trading partners that are discriminatory, unduly burdensome, or not based on scientific evidence.

Question 4:

The number of people affected by hunger rose in 2021 to 828 million, an increase of about 150 million since 2019.

- How will you work to negotiate agreements that address rather than exacerbate this unprecedented global food security crisis?

**Answer:** The United States is in a position of strength as a major agricultural producer to address the current challenges facing global food security. If confirmed as Chief Agricultural Negotiator, I would be front and center advocating for maintaining strong, rules-based and open markets that provide consumers and producers the needed predictability in these uncertain times, and allow us to tackle any food security challenges in the future.

Question 5:

Fraudulent imported organic products not only affect our country's trade integrity, but they have the potential to harm overall consumer confidence in U.S. grown organic products. Additionally, when fraudulent imported organic products enter our domestic market, U.S. farmers struggle to remain competitive if offering higher-quality, higher priced U.S. certified products.

- How will you work to ensure there is stronger oversight for fraudulent imported organic products? What steps will you be taking to enhance and strengthen organic equivalency agreements, so that U.S. consumers can be confident they are purchasing high-quality organic products equivalent to domestic products?

**Answer:** I share your concerns regarding the impact of fraudulent imported organic products on the U.S. organics industry. If confirmed, I will work with USDA to explore ways to develop improved organic agreements to uphold the integrity of high U.S. organic standards, including for imported products.

Question 6:

For decades, the United States led the world in the production and promotion of organic agriculture and products. More recently, however, our investment in organic production, research, and promotion has lagged, whereas the EU's investment has dramatically increased.

- What investments and strategies would you suggest here to keep the US competitive on organic?

**Answer:** If confirmed, I intend to work with USDA to identify ways to keep the U.S. competitive, level the playing field for trade in U.S. organic food and agricultural products, and uphold the integrity of high U.S. organic standards, including for imported products.

## **Senator Barasso**

### **Question 1: Vital Role of Agriculture in Trade**

The role of Chief Agriculture Negotiator is critically important for farmers and ranchers across the country and in my home state of Wyoming. Wyoming produces some of the highest quality beef, barley, lamb/wool and sugar beets in the world. And our producers are eager to expand to new international markets.

Unsurprisingly, Wyoming's farmers and ranchers aren't impressed with this Administration's lack of focus or clear direction on trade policy. We are 18 months into the Biden presidency and we are only now considering your nomination for this critical role. China continues to aggressively pursue new trade agreements while America sits on the sidelines. This is a mistake and one I hope you'll help correct if you're confirmed.

In your testimony, you noted USTR's "aim to bring more U.S. goods to customers and markets around the world."

- Can you explain how USTR will accomplish this without aggressively pursuing traditional bilateral or multilateral trade agreements?
- And do you think free trade agreements still have an important role to play for American Agriculture?

### **Answer:**

If confirmed, I will advocate for the use of all available tools in our toolbox, as well as potential new tools, to ensure that U.S. agricultural stakeholders, including Wyoming farmers and ranchers, can access markets around the world. I intend to advocate for U.S. farmers, ranchers, and food producers by addressing any unjustified barriers to agricultural exports, through the use of bilateral and multilateral consultative mechanisms provided for in our existing FTAs, Trade and Investment Framework Agreements (TIFAs), and multilateral forums, including the WTO, to hold trading partners accountable to their international commitments and ensure U.S. producers can continue supplying growing demand for various U.S. agricultural products around the world.

### **Question 2: China**

I believe we need to move quickly to reassert American global influence and strengthen our economic and national security ties with our allies. Agriculture trade has a big role to play in this effort. While the Administration continues to ponder what a worker-centric trade policy looks like, China is running circles around us. They are signing trade deals as quickly as they can. They are expanding their global footprint and asserting economic influence in all corners of the globe.

- How can the U.S. use agriculture exports to counter Chinese influence and strengthen economic ties with our allies?
- Can we successfully counter China if we fail to secure additional market access commitments for U.S. producers?

**Answer:** The United States produces the world's best quality agricultural products at competitive prices, and trading partners have come to depend on the reliability of U.S.

agricultural exports to feed a growing global population. As a result, U.S. food and agricultural producers have created powerful linkages with other countries, and this helps to promote the U.S. role as the global economic partner of choice and blunt China's efforts to expand its influence through economic coercion and other means. If confirmed, I intend to create and expand export opportunities for U.S. producers and workers in ways that sustain the United States' position in global agricultural markets and counter efforts to advance non-science-based or coercive approaches to agricultural trade.

### Question 3: Market Access

Earlier this month, I joined with several Senators on a letter asking you to prioritize and include market access commitments in U.S. trade discussions. I've discussed my concerns with this Administration's lack of focus on market access in previous business before this Committee. Instead of debating new trade deals, Congress has been left to decipher the Indo-Pacific Economic Framework. The framework fails to provide market access or increase market share for U.S. producers.

- If confirmed, will you prioritize and include market access commitments in your work as Chief Ag Negotiator?

**Answer:** If confirmed as Chief Agricultural Negotiator, I am committed to opening markets and increasing market access for U.S. agricultural products around the world and remaining in close consultation with Members of Congress during my tenure. In particular, I will seek to utilize the Indo-Pacific Economic Framework (IPEF) negotiations to seek high-standard commitments from IPEF partners and knock down barriers to secure tangible benefits for U.S. farmers, ranchers, and producers.

### Question 4: Agriculture and Inflation

Wyoming's agriculture producers are struggling with a number of challenges:

- Skyrocketing inflation
- Unaffordable energy/fuel prices
- Labor shortages
- Broken supply chains
- Fertilizer shortages
- Prolonged drought
- Recession

Despite these challenges, Wyoming's hardworking farmers and ranchers continue fighting to put food on our tables – but many are wondering just how much longer they can hang on. You noted in your testimony how critical it is to ensure U.S. producers have affordable access to input materials they need to operate.

- What happens to our agriculture producers if input prices continue to rise – if we don't get the price of energy (gas/diesel) down?
- And what impact will a prolonged recession have on American agriculture, both at home and in the global marketplace?

**Answer:**

The supply chain disruptions that have led to the significant rise in input and commodity prices demonstrate the need for long-term investment to rebuild a resilient, secure, and sustainable economy. I understand the importance of keeping input costs low so our nation's farmers and ranchers can compete globally. If confirmed, I see my role as ensuring farmers and ranchers have a strong voice within the Administration that is advocating to reduce the input costs that hurt their bottom line.

#### Question 5: Sugar

The current world sugar market has incredible challenges, including trade distorting practices. It is more important than ever that the United States maintain sugar policies that stabilize the economic environment U.S. producers of sugar.

- If confirmed, will you work with your counterparts at the U.S. Department of Agriculture to prevent excessive importations of foreign sugar and unnecessary foreign access to domestic sugar markets?
- Can you describe, in detail, the decision-making process across USTR and the U.S. Department of Agriculture respect to sugar importation decisions?

#### **Answer:**

If confirmed, I will work closely with the U.S. Department of Agriculture to support and defend the U.S. sugar program, including with respect to sugar imports, as prescribed in U.S. Farm Bills enacted by the U.S. Congress.

For U.S. sugar imports through WTO tariff-rate quotas (TRQs), USDA has the authority to set TRQ quantities, in accordance with U.S. Farm Bills, while USTR has the authority to determine country-specific allocations for the TRQs. For sugar imports through TRQs established under U.S. preferential trade agreements, U.S. sugar imports are permitted to enter in quantities determined according to the terms specified in the individual agreements, as implemented in U.S. law. USTR annually announces its determinations regarding the quantities permitted under the preferential trade agreement sugar TRQs in a Federal Register notice.

#### Question 6: Science-based Standards for Trade

U.S. cattle are raised on family-owned farms, ranches, and feedlots – not factories. In fact, 91 percent of operations are family-owned and 80 percent of feed yards are family-operated. The U.S. cattle industry prioritizes animal health and welfare through industry-wide participation in the Beef Quality Assurance (BQA) program. Over 85 percent of the cattle produced in the United States are produced by BQA-certified producers at each segment of production (cow-calf, stocker, feedlots, transportation). BQA prioritizes low-stress animal handling techniques, proper care for livestock, and improvements in biosecurity plans, among other things.

The United States has some of the highest animal health and food safety standards in the world. The World Organization for Animal Health designated the United States as “negligible risk” for bovine spongiform encephalopathy (BSE). Antimicrobials are only used to treat sick cattle, and are done so in compliance with U.S. government standards. Likewise, commonly used technologies such as hormones and beta agonists are FDA-approved technologies that are carefully applied with scientific precision and with the best interest of livestock and the consumer in mind.

Some countries use non-science based restrictions on production methods and technologies as protectionist measures to restrict U.S. beef access.

- If confirmed will you work with the USDA to continue to advocate for science-based standards in trade, especially in our trade agreements and in international forums like Codex Alimentarius and the World Organization for Animal Health where the European Union, China, and Russia continue to undermine science-based standards?

**Answer:** Farmers and ranchers in the United States and around the world rely on access to safe tools and technologies to feed a growing global population. If confirmed, I will enforce the SPS provisions of our trade agreements and work with USDA and other Agencies to promote the development of international SPS standards that are science- and risk-based. I will also encourage our trading partners to adopt science- and risk-based SPS measures.

### **Senator Brown**

#### Question 1:

Agriculture supports over 1.5 million jobs and nearly \$75 million in wages in Ohio. In 2021, Ohio exported more than \$4.5 billion in agricultural products, led by our top commodities – soybeans and corn.

A quarter of U.S. agricultural exports go to China, a country that imposes regulations with no transparency, cheats our trade laws, fails time and again to honor its trade commitments, and continues to weaponize agricultural imports in response to our domestic trade enforcement policy.

Our farmers deserve better than to be used as a geopolitical football, left to the whim of the Chinese Communist Party's import controls. We must diversify our trading partners for agricultural products and ensure those markets can offer reliability and sustainability.

- As USTR engages with new agricultural trading partners in Asia, Europe, and Africa, how would you incorporate the agricultural provisions of strong trade agreements like USMCA into those negotiations to stand up for Ohio farmers?

**Answer:** If confirmed as Chief Agricultural Negotiator, I intend to stand up for U.S agriculture, including for Ohio framers. I will seek high-standard commitments on agriculture in the Indo-Pacific Economic Framework (IPEF), and in other trade negotiations with trading partners in other regions, in order to increase market access by eliminating barriers to U.S. agricultural exports.

#### Question 2:

Ohio is 5th in the nation in the number of certified organic operations and our farmers can beat any overseas producer in a fair competition—but unfortunately organic certifiers in other countries don't always hold their products to the same standards as the U.S.

USTR can help by improving the enforceability of our trade agreements. Some have proposed better information sharing between trading partners about other countries' dishonest organic certification practices.



- Could you comment on this idea or other ways that our trade agreements could be improved to enable the effective enforcement of equivalent organic standards?

**Answer:** I share your concerns regarding the impact of fraudulent imported organic products on the U.S. organics industry. If confirmed, I will work with USDA to explore ways to further improve organic equivalence agreements that hold imported organic products to equivalent high standards found in the United States, and use all other available tools under other trade agreements to further support our high-quality organic exports.

Question 3:

This committee has held several hearings that touched on the Indo-Pacific Economic Framework. As I've said before, we want a worker-centered trade approach that creates good jobs, that raises wages, that rebuilds our industrial base, that protects workers' health and safety, and our planet, and that improves labor rights worldwide.

- We want to make sure our agricultural products are not held hostage as leverage when we try to hold countries accountable and enforce our trade laws. Could you discuss the role you'd have as USTR's Chief Agricultural Negotiator in ensuring this framework benefits Ohio farmers?

**Answer:** If confirmed as Chief Agricultural Negotiator, I am committed to advancing the Biden Administration's worker-centered trade policy and working in close consultation with Congress to pursue an Indo-Pacific Economic Framework (IPEF) that benefits American agricultural producers. Agriculture will be an integral component of IPEF's trade pillar, and developed in a way that creates economically meaningful, equitable, and durable market access for American producers across the United States, including those in Ohio.

Question 4:

The growing agricultural bioeconomy is adding more sustainable jobs in rural communities and enabling the production of new crop-based chemicals and materials. Ohio is a leader in this emerging area, but U.S. competitiveness lags behind competitors in Europe and Asia.

- As USTR's Chief Agricultural Negotiator, how would you improve U.S. farmers' competitiveness in the global bioeconomy?

**Answer:** I am committed to working together with our trading partners and international allies to uphold science- and risk-based, transparent, and predictable policies that support commercialization and trade of innovative biotechnology products that enable sustainable agriculture, provide new tools to farmers to address drought, diseases, and pests, reduce food loss and waste, and supply consumers with healthier and more sustainable products. If confirmed, I intend to engage with U.S. trading partners to ensure that they fulfill their international trade obligations and address issues that affect the commercialization of agricultural biotechnology products.

**Senator Daines**

Question 1:

If confirmed, how will you prioritize increasing market access for U.S. farmers and ranchers and are there particular markets you view as key prospects for new trade agreements?

**Answer:** If confirmed, I would be front-and-center advocating for maintaining strong, rules-based and open markets, addressing any barriers to agricultural exports through the enforcement of existing agreements, and holding trading partners accountable to their international commitments. I would also advocate for the use of all the tools in our toolbox to ensure that U.S. agricultural stakeholders can access markets around the world. I also believe IPEF presents a great opportunity to expand exports for farmers and ranchers into the Indo-Pacific region.

#### Question 2:

As you know, since the onset of Russia's invasion of Ukraine, there has been substantial volatility in both commodity and input prices which has increased uncertainty in the markets as well as brought about a humanitarian crisis.

- If confirmed, how would you work to help mitigate the impact of Russia's invasion of Ukraine, whether it be input costs, commodity prices, or Putin's efforts to leverage food insecurity in certain regions against the West?

**Answer:** Russia's invasion of Ukraine has led to immense volatility for commodities and inputs, which has put a strain on farmers. If confirmed, I look forward to working across the federal government to ensure farmers' input costs and global commodity swings are top priorities for the Administration. I would also utilize my role to foster working relationships with my counterparts to establish mechanisms to help alleviate food security challenges that may happen in the future.

#### Question 3: India Market Access

India will play a large role in the Indo-Pacific for years to come which presents an enormous opportunity for growth for U.S. farmers, especially Montana's pulse crop farmers.

- How should the U.S. approach India and its many challenging and long-standing market access issues, whether on a bilateral or multilateral basis?

**Answer:** In November 2021, Ambassador Tai and Indian Trade Minister Goyal relaunched the United States-India Trade Policy Forum, with a view to advancing the goal, announced by both presidents to "develop an ambitious, shared vision for the future of the trade relationship." The Ministers underlined the significance of the TPF in forging robust bilateral trade ties and enhancing the bilateral economic relationship to benefit working people in both countries. They agreed that reconvening the TPF and regular engagement under the forum would help in addressing outstanding bilateral trade concerns and allow the two countries to explore important, emerging trade policy issues. If confirmed as Chief Agricultural Negotiator, I intend to engage with India bilaterally and through the WTO to improve agricultural market access for U.S. pulses and other products, including through the reduction of applied tariffs.

#### Question 4: China Phase One

It is clear that China is not meeting its purchase or regulatory reform commitments under the Phase One deal, how will you work to hold China accountable for its obligations under Phase One?

**Answer:** I recognize that China fell short of meeting its Phase One purchase commitments, and I believe that all options should be on the table for addressing those shortfalls. If confirmed as Chief Agricultural Negotiator, I intend to engage with China, as well as work with other trading partners, to ensure that the terms of competition are fair with respect to agricultural trade. I also intend to work to expand and diversify the opportunities for U.S. agricultural producers to export their goods to reliable trading partners worldwide.

Question 5:

Given that multiple other trade agreements in the Asia-Pacific are advancing and being implemented without the U.S. at the table in the region, what will be the impact on U.S. exports if the U.S. does not pursue new, high standard agreements that include market access provisions?

**Answer:** If confirmed as Chief Agricultural Negotiator, I intend to utilize the Indo-Pacific Economic Framework (IPEF) to create economically meaningful, equitable, and durable market access for U.S. farmers and ranchers. I commit to encouraging our IPEF trading partners to implement science-based measures to minimize and eliminate non-tariff barriers that prevent American producers from accessing markets in the Indo-Pacific region.

Question 6:

As you have spent time in your career both within USDA as well as the White House, how will you work to ensure that U.S. agriculture has a prominent place at the table and coordinate efforts between USTR, USDA, and other agencies?

**Answer:** In my federal career spanning nearly three decades, I have served in a wide range of capacities at the U.S. Department of Agriculture, which has provided me the opportunity to work with USTR and other government agencies on trade and agricultural issues. If confirmed, I am committed to ensuring that USTR and USDA maintain a close partnership and close collaboration with other government agencies, to benefit U.S. agricultural producers.

**Senator Lankford**

Question 1:

Agriculture is one of the few areas where we have a trade surplus – we export more than we import. Maintaining and expanding market access to countries throughout the world is key to sustaining our success as the world’s leading agricultural producer. Many countries have extensive tariffs on U.S. agricultural goods to protect their domestic industries. All of these problems could be resolved in the context of FTA negotiations.

- How can we expect to lower tariffs from these countries without the “carrot” of market access to the United States?

**Answer:** At this time, the Administration is seeking to expand market access in ways other than tariff reductions. If confirmed, I will do everything I can to secure a mix of high-standard commitments and principles under the IPEF trade pillar that sets clear and strong regional rules and standards that promote our competitiveness and prosperity.

### Question 2:

Other countries have non-tariff barriers for our agricultural commodities such as health and environmental regulations that prevent US products from entering their markets. The EU, for example, blocks imports of antibiotic meat. Mexico now prohibits genetically modified crops. The UK does not allow any imports of chlorinated chicken. Taiwan is trending the right direction and recently lifted its ban on US pork imports back in December 2021.

- What are the top countries on your radar for reducing non-tariff barriers like these health regulations?
- How do you expect to extract concessions from these countries on health regulations without the “carrot” of tariff-free market access to the United States?

**Answer:** Non-tariff barriers (NTBs) are a major impediment to market access for U.S. agricultural products in a number of countries, including the EU, Mexico, and China, among others. If confirmed, I will seek to address priority NTBs using a variety of trade policy tools, including through enforcement of existing trade agreements, bilateral negotiations, and in relevant committees in the World Trade Organization, among other fora.

### Question 3:

The Indo-Pacific Economic Framework (IPEF) was recently rolled out by the Biden Administration, and it is woefully insufficient to seize the economic opportunities that are available to us in Asia. The four pillars of the IPEF are labor standards, digital rules, anti-corruption, and climate – no market access, no agriculture.

- Even though agriculture is not one of the four pillars of the IPEF, do you intend to pursue a comprehensive agreement on food standards and market access for agricultural goods with IPEF partners? If not, why not?

**Answer:** If confirmed, I intend to seek provisions within the trade pillar of the Indo-Pacific Economic Framework (IPEF) to produce tangible benefits for U.S. agriculture. This would include the pursuit of high-standard commitments from IPEF members to advance the implementation of science-based policies and improve transparency in the development of import rules and regulations, to reduce longstanding impediments to safe, wholesome U.S. agricultural products, and thereby increase market access in the Indo-Pacific for U.S. farmers, ranchers, and producers.

- Taiwan was not included in the IPEF, which I believe was a mistake. Taiwan is our 11th largest trading partner, and they recently lifted the ban on US pork imports back in December. They are eager to trade with us, and we should be eager to trade with them. What are your thoughts on a sectoral agreement with Taiwan that specifically addresses agricultural trade?

**Answer:** On June 1, 2022, the United States and Taiwan launched the U.S.-Taiwan Initiative on 21st-Century Trade. Under the auspices of the American Institute in Taiwan and the Taipei Economic and Cultural Representative Office in the United States, USTR will work with Taiwan to develop an ambitious roadmap for negotiations for reaching agreements with high-standard commitments and economically meaningful outcomes. If confirmed, I would work to secure

provisions to facilitate agricultural trade through science- and risk-based decision making, and the adoption of sound, transparent regulatory practices.

Question 4:

COVID has shined a light on how China's sanitary measures for agricultural goods are far behind those of American producers. China's human rights abuses and forced labor practices in the agricultural sector have also come to light in recent years. Since 2020, CBP has issued various Withhold Release Orders (WRO's) blocking the import of cotton and tomatoes that are produced with Uyghur forced labor in Xinjiang.

- What are your plans to encourage and work with allies to adopt the same posture, block these imports, and cut off this revenue stream for the CCP?

**Answer:** I am committed to working with allies and partners to address human rights abuses and forced labor practices in global agricultural production and downstream industries such as textile manufacturing. If confirmed, I will prioritize sharing agricultural trade expertise with CBP and other interagency partners to counter these appalling practices and ensure that markets remain open for U.S. and international producers that have worked hard for decades to rid their supply chains of human rights abuses.

Question 5: Morocco fertilizer

Fertilizer prices have risen 220% from this time a year ago. Those costs are being passed on to the consumer and making food prices more expensive. Morocco is a leading producer of phosphate fertilizer that is currently subject to a 20% tariff. Morocco is our oldest ally, a key security partner in Africa, and a member of the Abraham Accords.

- In general, what are your priorities for lifting tariffs on goods like fertilizer that farmers and ranchers rely on?
- What are your thoughts on reducing tariff barriers on fertilizer imports, particularly from Morocco?
- Broadly speaking, what trade opportunities do you see with respect to the Abraham Accords? Do you intend to pursue multilateral discussions with the Abraham Accords countries to discuss agricultural trade and opportunities for our collective benefit?

**Answer:**

If confirmed, I would advocate that the United States maintain resilient, secure, and sustainable sources of fertilizer that do no harm to any U.S. stakeholder. I would also work closely across the federal government, including with USDA, which recently announced \$500 million to support independent, innovative and sustainable American fertilizer production to supply American farmers.

The United States has FTA agreements with Israel, Bahrain, Morocco, (and Jordan). While the United Arab Emirates is not an FTA partner, the United States has a Trade and Investment Framework Agreement (TIFA) set up with the Gulf Cooperation Council which includes the United Arab Emirates. As such, if confirmed I intend to work with my counterparts to pursue opportunities to further strengthen our agricultural trade relationships across this region.

Question 6:

Trade and natural resources policy are inextricably linked. Rising fuel prices make it more expensive to operate equipment or move goods via freight. These costs are being passed on to the customer and compounding the inflationary pressures that have led to rising costs for groceries.

- How will you be a voice within this Administration for a sane energy policy that unleashes production and provides relief to agricultural producers?

**Answer:** I understand the impact high fuel prices have, not only on U.S. agricultural producers but on every American family. If confirmed as Chief Agricultural Negotiator, I would advocate for the continued use of U.S. ethanol as one part of any energy solution, to support U.S. farmers, create jobs, and reduce reliance on foreign oil.

#### Question 7:

Producers in my state have had a hard time with the supply chain challenges plaguing our economy. Semiconductors, tires, farm equipment, and shipping materials have all been delayed due to port bottlenecks.

- What are your priorities for easing the supply chain burden for the specific needs of the agricultural sector?

**Answer:** If confirmed, I plan to focus on increasing the sustainability and resiliency of our supply chains to help mitigate increasing fuel and other farm input costs. To enhance supply chain resilience, I will focus on diversifying our trading partners to build more durable trade flows. Additionally, I will work through regional trade initiatives to support more sustainable supply chains.

#### Question 8:

Farmers and ranchers need a reliable, skilled workforce. Labor shortages continue to pose a challenge to keeping our agricultural sector fully productive.

- How do you intend to coordinate within the interagency to ensure producers have the manpower they need?
- Will you advocate against policies that discourage work and limit labor participation?

**Answer:** I understand the importance of reliable and skilled workforce for our nation's farmers and ranchers. If confirmed, I intend to coordinate with my interagency counterparts to find ways to ensure that there is a reliable agricultural workforce in place.

### **Senator Carper**

#### Question 1: Soy and Poultry

One of the biggest issues facing the agriculture industry is expanding market access for U.S products, which is top of mind for many of my constituents in Delaware. Soybeans and chicken are two of many products that are critical to Delaware's agricultural economy— and these two industries create thousands of jobs and billions of dollars in economic activity. Soybeans are one of the highest produced crops in Delaware, and this product is essential in meeting future food

needs for both people and livestock across the globe. And the poultry industry in Delaware also punches above its weight. In fact, in my state there are nearly 300 chickens per person. With nearly one of every five pounds of American chicken being exported, the U.S. needs a robust international market to sustain the economic health and well-being of the U.S. poultry industry. Unfortunately, during the previous Administration, our international trade policy was characterized by chaos and uncertainty – the opposite of what we need for investment in our U.S. producers and farmers.

- Mr. McKalip, can you discuss the export opportunities you will prioritize in your role for soy and poultry products?

**Answer:** I share your concerns about opening markets for U.S. agricultural exports including U.S. poultry and soy. If confirmed as Chief Agricultural Negotiator, I will work to create agricultural relationships with trading partners that benefit U.S. poultry and soy producers and resolve barriers to trade around the world.

#### Question 2:

It is clear that while we need to expand international market access for U.S. agricultural products, we also have the opportunity to use trade agreements to prioritize environmentally sustainable practices that nourish our people and our planet. While tools like regenerative agriculture are an important part of the solution, we must also advocate for our trading partners to adopt more sustainable agriculture practices. As the Chairman of the Committee on Environment and Public Works, I will continue to advocate for land conservation policies that support both our farmers and our planet.

- Mr. McKalip, what opportunities exist to improve sustainability in our agriculture trade policies in order to make progress on global climate goals?

**Answer:** If confirmed as Chief Agricultural Negotiator, I will work to promote agricultural innovation and biotechnology, which are key tools in making progress on global climate goals and ensuring that the agriculture sector is part of the solution to climate and environmental challenges. I am committed to working together with our trading partners and international allies to uphold science-based, transparent, and predictable policies that support commercialization and trade of innovative biotechnology products that enable sustainable agriculture, provide new tools to farmers to address drought, diseases, and pests, reduce food loss and waste, and supply consumers with healthier and more sustainable products.

### **Senator Young**

#### Question 1:

At the end of 2020, Mexico adopted a decree that progressively bans the use, distribution, and importation of glyphosate by 2024. The decree does not consider regulatory reviews from around the world. The Mexican government has also referenced another 80 agriculture chemicals that could be targeted in a similar vein.

Relatedly, Mexico's regulatory agency responsible for pesticide registrations, has virtually ceased processing applications for new or existing products farmers greatly need – effectively removing them from the market.

- If confirmed, will you consider opening discussions with the Mexican government to address processing delays?

**Answer:** If confirmed, I would prioritize Mexico returning to a science- and risk-based regulatory approval processes, to help ensure that U.S. farmers have access to modern tools and technologies necessary to meet their sustainable production goals and to increase crop yield and farm incomes. I would carefully consider strategies to address these challenges, including looking at all the tools under the USMCA.

Question 2:

As the conflict in Ukraine continues, we're seeing growing threats of global food insecurity and huge spikes in grain prices. Unfortunately, these challenges are only inflamed by various trade restrictions and export bans from countries around the world.

- If confirmed, and given your current work with Secretary Vilsack, how will coordinate with our allies and trading partners to ease or remove food export bans?

**Answer:** The United States is in a position of strength as a major agricultural producer to address the current challenges facing global food security. If confirmed as Chief Agricultural Negotiator, I would be front-and-center advocating for maintaining strong, rules-based and open markets that provide consumers and producers the needed predictability at these uncertain times.

Question 3:

Recently, it's been reported that the U.S. and Japan have replaced China as the largest importers of Taiwanese agricultural products. Furthermore, according to the USDA's Foreign Agricultural Service, Taiwan was the sixth largest foreign market for U.S. agriculture commodities last year.

- If confirmed, how do you plan to work cooperatively with Taiwan to prioritize U.S. agricultural products given the new U.S.-Taiwan Initiative on 21st-Century Trade?

**Answer:** On June 1, 2022, USTR announced the launch of the U.S.-Taiwan Initiative on 21st-Century Trade under the auspices of the American Institute in Taiwan (AIT) and the Taipei Economic and Cultural Representative Office in the United States (TECRO). I understand that, currently, the U.S. side is working with the Taiwan side to develop an ambitious roadmap for negotiations for reaching agreements with high-standard commitments and economically meaningful outcomes, including in the area of agriculture. If confirmed as Chief Agricultural Negotiator, I would work to secure provisions to facilitate agricultural trade through science- and risk-based decision making and the adoption of sound, transparent regulatory practices.