

From: [Stout, Lisa S - DATCP](#)
To: ["lizhang@amlatglobal.com"](mailto:lizhang@amlatglobal.com); ["han@amlat.net"](mailto:han@amlat.net)
Subject: 2018 China Mission - Pre-event market research Amlat
Date: Friday, August 3, 2018 10:53:00 AM
Attachments: [2018 Pre-Event Product Research Report - Amlat LLC.docx](#)

Dear Li and Mrs. Han,

Attached please find the pre-event product research report for the Focused Mission to China.

Best regards,

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#)
To: [Cynthia Liu](#)
Subject: 2018 China Mission- Pre-event market research -
Date: Friday, August 3, 2018 11:26:00 AM
Attachments: [2018 Pre-Event Product Research Report - Orange Cheese Company.docx](#)

Dear Cynthia,

Attached please find the pre-event product research for the China Mission.

Best regards,

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#)
To: [DATCP DL Ag Development](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: CNN Money: Why are US cranberries repeatedly threatened with tariffs?
Date: Monday, April 9, 2018 11:10:00 AM

Why are US cranberries repeatedly threatened with tariffs?

CNN Money

How is it that both China and the European Union separately chose to threaten tariffs on US cranberries, orange juice, whiskey and tobacco? [Read the full story](#)

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

Lisa.stout@wisconsin.gov

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From: Stout, Lisa S - DATCP
To: "jizhang@amiatglobal.com"; "lj@china1owa.com"; "eric.guo"; "eastwestdevelop@aol.com"; "qlusa@sbcglobal.net"; "jeff.kent@foremostfarms.com"; "toyin@nyafoods.com"; "joe@lorannois.com"; "john@lorannois.com"; "jsmith@michaelscookies.net"; "sliv@orangecheese.cn"; "elias@rshdirect.net"; "jacob.thestonegroup@hotmail.com"; "thestonegroup@hotmail.com"; "Raffaele.Mascolo"; "Jen.Kuo"; "Jerry.Haines (jerry@titetowncheese.net); "Jim.Morgan"
Subject: Focused Trade Mission to China - Report on tariffs
Date: Tuesday, August 7, 2018 11:21:00 AM
Attachments: [China Responds to U.S. 301 Announcement with Revised Product List - Beijing, China - Peoples Republic of 6-21-2018.pdf](#)

Some of have asked about current trade situation, so I am forwarding information provided by Food Export:

Regarding the current and ongoing trade policies and tariffs - this is an ongoing issue and changing rapidly. USDA has released GAIN reports that provide information on specific tariffs imposed. We will also hear from our Foreign Agriculture Service personnel at our briefings during the mission.

We think it's important that U.S. companies continue to strengthen their current relationships with their clients overseas. U.S. food and agricultural products remain in demand by consumers worldwide. At Food Export-Midwest and Food Export-Northeast, the mission continues to focus on market development and helping U.S. companies find export success through all of our programs and services. We are committed to serve them and help them explore new markets and make the most of your current export markets.

We will continue to monitor the tariff and trade situations and share any information with our suppliers as it is available, in the meantime our programs and services for 2019 are also open for registration.

Below GAIN Report link for china tariffs:

https://gain.fas.usda.gov/Recent%20GAIN%20Publications/China%20Responds%20to%20U.S.%20301%20Announcement%20with%20Revised%20Product%20List%20_Beijing_China%20-%20Peoples%20Republic%20of_6-21-2018.pdf

Best regards,

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

lisa.stout@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#)
To: ["Joe_nagel@ronjohnson.senate.gov"](mailto:Joe_nagel@ronjohnson.senate.gov)
Subject: GUEST COLUMN FROM SECRETARY HARSDORF: Maintain focus on trade's importance to agriculture
Date: Thursday, June 21, 2018 2:33:00 PM
Attachments: [TradeColumn2018.pdf](#)

Hi Joe,

It was nice to talk with you at the EU-Organic Valley event at the Capitol. Here is the information I promised to send.

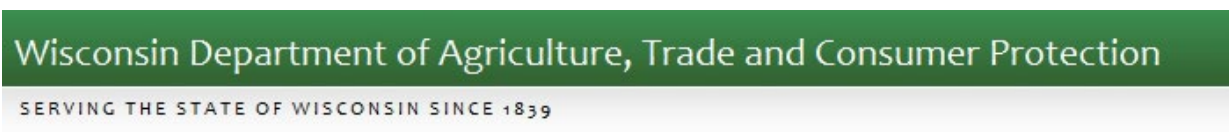
Best regards,

Lisa Stout
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From: WI Department of Agriculture, Trade and Consumer Protection <datcp@service.govdelivery.com>
Sent: Tuesday, May 29, 2018 9:06 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: GUEST COLUMN FROM SECRETARY HARSDORF: Maintain focus on trade's importance to agriculture



GUEST COLUMN FROM SECRETARY HARSDORF: Maintain focus on trade's importance to agriculture

Release Date: May 29, 2018

Media Contact: Bill Cosh, Communications Director
608-224-5020 William2.Cosh@wisconsin.gov

MADISON – Below is a guest column from Wisconsin Department of Agriculture, Trade and Consumer Protection Secretary Sheila Harsdorf:

When listening to the radio or reading the news lately, you have likely heard or seen numerous stories about negotiating trade agreements, possible tariffs and meetings between national leaders. While there is a lot of back and forth debate and speculation, it is critical that as an industry, we remain focused on what is important; free and fair trade. Agricultural exports are critical for not only Wisconsin farmers and agribusinesses, but the entire state and country.

Agriculture is an economic driver in Wisconsin. Each year, Wisconsin agriculture contributes more than \$88 billion to the state's economy. These dollars circulate throughout local communities supporting jobs and businesses. About 415,000 people in the state work in a job related to agriculture. These jobs are on the farm, in processing facilities and at other agribusinesses in rural communities. Every job in agriculture supports an additional nearly 1.5 jobs elsewhere in Wisconsin. Export sales are critical to these jobs and the families they support.

Our state's farmers are some of the best at what they do, producing an abundance of safe, nutritious and quality products efficiently for consumers. A typical U.S. farmer produces enough food to feed 155 people. Wisconsin is a national leader in the production of numerous commodities, including cheese, cranberries and ginseng. Exports support farmers, right here in Wisconsin, on our state's 68,500 farms.

Wisconsin farmers raise dairy cows, livestock, poultry, grains, fruits, vegetables and more. These crops are valuable to the state but must be able to reach the consumers who demand them, whether they are near or far. About 90% of Wisconsin milk is turned into cheese, and about 90% of Wisconsin cheese is sold outside the state's borders. Ninety-five percent of the ginseng root exported from the United States comes from central Wisconsin. Two out of every three rows of soybeans from Wisconsin are sent to other countries. Exports are the key to getting agricultural products from Wisconsin farms to consumers' dinner tables around the world.

Last year, Wisconsin exported \$3.5 billion of agricultural products, an increase of more than 3.6% over the same period in 2016. Wisconsin ranks 12th nationally among U.S. states in the value of our agricultural exports. While Wisconsin's agricultural products are exported to 147 different countries, approximately half of the state's agricultural exports are destined for our neighbors, Canada and Mexico. Our third most valuable export market, is China. In 2017, Wisconsin's agricultural exports to China alone increased more than 27% to almost \$300 million.

Wisconsin agribusinesses transform our agricultural commodities into the value-added products our customers demand. The most valuable agricultural export categories last year were prepared fruits and vegetables and food ingredients. Oil seeds, including soybeans, dairy-related goods and wood products also are in high-demand from our worldwide consumers. In 2017, exports of dairy-related goods increased nearly 20% in just one year.

Agriculture depends on exports. Our farmers are currently enduring an extended period of low commodity prices. For the profitability of our farmers and our state's long-term prosperity, it is crucial for Wisconsin to maintain our current trading partners and continue to expand and increase exports by building new relationships. In the state, we are privileged to be home to excellent research facilities and educational institutions that are known for their technical expertise. Through research and collaboration, we are developing new products and addressing distribution challenges in order to reach new markets. But trading on a level playing field is key to our success. Our farmers can compete with the best provided we have free, fair and transparent trade policies. Farmers need to know what markets are available to them and what products are most valuable to their customers prior to putting a seed in the ground.

Here at the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP), we are committed to carrying out Governor Walker's Executive Order #275, the Wisconsin Agriculture Market Development Initiative. Our staff work with Wisconsin farmers and agribusinesses as they work to grow markets locally, regionally and internationally. Through technical assistance, referrals and educational seminars, we work to remove barriers to trade to allow the industry to thrive in the worldwide marketplace.

As agriculturalists, we have a great story to tell. As a state, we have valuable products to sell. We need to continue to focus on the significance of exports to our farmers, their families, agribusinesses and the state's economy. While it is important to modernize agreements, it is also important to keep our focus. Implications

of negotiations and retaliation efforts impact all of us, whether we are in agriculture or just appreciate it.

###

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- [TradeColumn2018.pdf](#)



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From: [Stout, Lisa S - DATCP](#)
To: ["eric.guo@chinaiaowa.com"](mailto:eric.guo@chinaiaowa.com); ["li@chinaiaowa.com"](mailto:li@chinaiaowa.com)
Subject: : 2018 Food Export China Mission - Pre-event market research - with Cheese
Date: Tuesday, August 7, 2018 10:50:00 AM
Attachments: [2018 Pre-Event Product Research Report - China Iowa Group \(cheese added\).docx](#)

From: Amber.feng@smh-intl.com <Amber.feng@smh-intl.com>
Sent: Tuesday, August 7, 2018 1:30 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Cc: shengming-roger <shengming-roger@outlook.com>
Subject: [WARNING: ATTACHMENT(S) MAY CONTAIN MALWARE]Re: Fwd: 2018 Food Export China Mission - Pre-event market research -

Dear Lisa,
Please find attached revised report for China Iowa Group. Information on cheese had been added. Thank you.

B.rgds,
Amber Feng
SMH International
Addr: Unit 06-08, 16/F, Shanghai ICC Phase II
No. 288 South Shaanxi Road, Shanghai 200031
Tel: 86 21 5466 9608
Fax: 86 21 5466 9609
Email: Amber.feng@smh-intl.com

From: [Lu, Jennifer Y - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Gegare, Debbie E - DATCP](#); [Schmitt, Kathy M - DATCP](#); [Stout, Lisa S - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#)
Subject: 4:00pm Monday Meeting with FoxConn at DATCP
Date: Saturday, September 15, 2018 10:53:12 PM

Hello Krista, Jack and Christine,

I continued the discussion with FoxConn Healthcare staff after the educational seminar and at Hsu's Ginseng reception tonight.

They'd like to explore specific areas of collaboration in agriculture with DATCP beyond ginseng, promote overall WI Ag in the Foxcon/WEDC Pavilion at China Import Expo in November and try to use some of their \$100 million donation to UW Madison related to agricultural projects.

They will be at UW Madison till 3:00pm Monday.

They'd like to meet with us at DATCP at 4:00pm-5:00pm for further discussion.

Krista and Jack, let me know your availability at above time.

Christine, it will be great if Secretary could be available to join us too. Please confirm.

Thank you everyone.

Best regards,

Jennifer Lu

Wisconsin Department of Agriculture, Trade and Consumer Protection

Tel: 608 224 5102

Mobile: 608 347 1852

Email: Jennifer.lu@wi.gov

From: [Lu, Jennifer Y - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Gegare, Debbie E - DATCP](#); [Schmitt, Kathy M - DATCP](#); [Stout, Lisa S - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#)
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Thank you everyone.

Best regards,

Jennifer Lu

Wisconsin Department of Agriculture, Trade and Consumer Protection

Tel: 608 224 5102

Mobile: 608 347 1852

Email: Jennifer.lu@wi.gov

From: [Girard, Alexander C - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: 9/18 Trade Meeting on Tuesday
Date: Thursday, September 13, 2018 12:49:36 PM
Attachments: [Chinese Trade Meeting 9.13.18.docx](#)

Hi Jack,

Please see attached for the agenda for the meeting with Rep. Nygren on 9/18 at 3pm at the Capitol.

Thanks,
Alexander

Alexander Girard

Legislative Advisor

Wisconsin Department of Agriculture,
Trade and Consumer Protection

Phone: (608) 224-5114

Cell: (608) 807-9425

AlexanderC.Girard@wisconsin.gov



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From: Schwanz, Nathan - LEGIS <Nathan.Schwanz@legis.wisconsin.gov>
Sent: Thursday, September 13, 2018 11:46 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Trade Meeting on Tuesday

Hi Alex,

I have attached some background information for our meeting on Tuesday with Rep. Nygren. Please let me know if you have any questions or need additional information. Thanks.

Nathan Schwanz

Chief of Staff

State Representative John Nygren

Co-Chair, Joint Committee on Finance

608-266-2343

From: [Lu, Jennifer Y - DATCP](#)
To: [Ford, Mark H \(Beijing\)](#)
Cc: [Bielecki, Christopher D \(Beijing\)](#); [Flake, Levin \(Guangzhou\)](#); [Yin, Jin \(Beijing\)](#); [Chen, Chunhui \(Ursula\) \(Guangzhou\)](#); [Tano, Yingting \(Crystal\) \(Guangzhou\)](#); [Heinemann, Jack A - DATCP](#); [xufano@sjahochina.org](#); [freda_ye@wg-consulting.net](#)
Subject: 15% more Tarrif on American Ginseng?
Date: Thursday, March 22, 2018 9:45:37 PM

Mark,

We are now at the port of Tianjin.

I'd like to give you a heads up that American Ginseng is listed on the MOFCOM site today with potential of 15% increase of tariff.

Ginseng and Herb Coop staff Jeff Lewis and Tom Hack hope to get some clarification and update from ATO when we meet in Guangzhou.

https://m.ifeng.com/morji/shareNews?forward=1&aid=cmp_030010056979506&aman=66067egfb8766ef85859b017141552Qfebhd2631f0&gud=&ch=SYLB10_TOP&from=groupmessage&isappinstalled=0

Thank you.

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: Jennifer.lu@wi.gov

From: [Girard, Alexander C - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: 2018 Farm Bill & Tariff Summary Update
Date: Monday, July 2, 2018 12:30:39 PM
Attachments: [NASDA Analysis of U.S. Tariffs and Foreign Retaliatory Tariffs.pdf](#)



U.S. Senate - Agriculture Improvement Act of 2018

On Thursday, June 28th, the U.S. Senate passed their version of the 2018 Farm Bill on a 86-11 vote. The Senate passed a version of the five-year bill with overwhelming bi-partisan support.

The \$867 billion bill funds farm programs, food stamps, trade issues, crop insurance, and payments to farmers when commodity prices or revenues drop below set levels and more. However, the bill faces challenges when lawmakers meet later this summer to reconcile gaping differences between the House and Senate bills.

The House version of the legislation, passed narrowly two weeks ago (June 21st) with no Democratic support (213-211), and imposes strict new work requirements on able-bodied adults seeking food stamps. The Senate version, which needed Democratic votes to pass, does not include major changes to food stamps (SNAP program). The Senate offered a warning shot to the House, tabling an amendment Thursday afternoon that would have tightened work requirements under the SNAP program, in a lopsided vote 68-30, showing resistance to similar language in the House bill. Meanwhile, House Republicans find it difficult to pass a final bill through the House without SNAP reforms.

Congress has until Sept. 30 to get the bill to Trump before the current law expires.

NASDA Analysis of Tariffs

Please see attached for a document outlining NASDA's analysis on the current tariff situation.

[Link to U.S. House Committee on Agriculture - Farm Bill Overview](#)

<https://agriculture.house.gov/farmbill/>

[Link to U.S. Senate Committee on Agriculture, Nutrition, & Forestry - Farm Bill Overview](#)

<https://www.agriculture.senate.gov/>

Subject: 2018 Farm Bill & Tariff Summary Update
Date: Monday, July 2, 2018 12:30:39 PM

Updated on 6/27/18 NASDA Analysis of U.S. Tariffs and Foreign Retaliatory Tariffs Overview: Since April, 2017, the administration has initiated, investigated and ruled under Section 232 of the Trade Expansion of Act that the current level of U.S. steel and aluminum imports poses a national security risk. The U.S. is now collecting a 25% tariff on steel imports and a 10% tariff on aluminum imports from all global trading partners, except Argentina, Australia, Brazil, and South Korea. In addition to Section 232 action against China, the U.S. administration initiated, investigated and ruled under Section 301 of the Trade Act of 1974 that China's acts and policies related to technology transfer, intellectual property, and innovation are discriminatory and burden U.S. commerce. As a result, the U.S. could impose \$50 billion in tariffs, with the President asking USTR to look into an additional \$200 billion if China retaliates. Country/Partner U.S. Tariff Retaliation on U.S. Products Retaliation on U.S. Ag. Products/Goods Agricultural Retaliation Products/Goods Implementation Date

Country/Partner	U.S. Tariff	Retaliation on U.S. Products	Retaliation on U.S. Ag. Products/Goods	Implementation Date
Canada	Section 232 – Steel and Aluminum \$12.6 billion	\$2.5 billion	Yogurt, coffee, prepared meals, maple sugar/syrup, candy and chocolate, pizza and quiche, condiments, soups, whisky and orange juice.	July 1
China (Steel/Aluminum)	Section 232 – Steel and Aluminum \$3.0 billion	\$2.0 billion	Fruit (fresh and dried), tree nuts (shelled and in-shell), wine, ginseng, denatured ethanol, and pork products	April 2
China (Intellectual Property)	Section 301 – Intellectual Property \$34 billion initially, up to \$50 billion	\$19.6 billion	*(In addition to new products, this list includes the same products as the Section 232 retaliatory list, with additional increases in tariffs) Soybeans, corn & corn products, wheat, sorghum, cotton, rice, beef & beef products, chicken, turkey, dry beans, vegetables, and tobacco & tobacco products	July 6
European Union	Section 232 – Steel and Aluminum \$3.2 billion (will levy additional \$4.6 billion in three years' time)	\$1.0 billion	Bourbon and whiskeys, corn, sweet corn, rice, kidney beans, orange juice, cranberry juice, peanut butter, and tobacco products.	June 22
India	Section 232 – Steel and Aluminum \$235 million	~\$164.61 million	on \$848.51 million worth of U.S. exports in 2017 Artemia, Chickpeas, lentils, almonds, walnuts, and fresh apples	August 4
Mexico	Section 232 – Steel and Aluminum \$3.6 billion	\$2.6 billion	Chilled and frozen pork cuts, hams, cheeses, fresh apples, frozen French fries, cranberries and bourbon	July 5
Turkey	Section 232 – Steel and Aluminum \$1.8 billion	~\$39.8 million	on \$300 million worth of U.S. exports in 2017 Nuts (shelled and in-shell), rice, prepared food, undenatured ethyl alcohol (spirits, liqueurs), tobacco products	June 21

Sources: (Canada) – FAS GAIN Report – “Canada Includes Ag Products in Response to U.S. Tariffs”; (China) – FAS GAIN Report – “China Imposes Additional Tariffs on Selected U.S.-Origin Products”; (China) – FAS GAIN Report – “China Responds to U.S. Section 301 Announcement with Revised Product List.”; (EU) – FAS GAIN Report – “EU Imposes Additional Tariffs on U.S. Products”; (India) – Live Mint, Tit-for-tat tariffs on US goods from 4 August, Harleys out of the list & Hindustan Times, “India hits back at Donald Trump’s tariffs, raises import duties on agri, steel products”, WTO Document; (Mexico) – FAS GAIN Report – “Mexico Announces Retaliatory Tariffs”; (Turkey) – World Trade Organization

From: [Schmitt, Kathy M - DATCP](#)
To: [DATCP DL AD Farm Center Madison](#)
Subject: 2018 Farm Economy Survey Responses.pdf
Date: Thursday, August 23, 2018 9:51:31 AM
Attachments: [2018 Farm Economy Survey Responses.pdf](#)

Folks,

This is the summary of Farm Aide's survey of helplines. This is for internal use only. I thought you might be interested.

Kathy Schmitt
Bureau Director, Farm and Agribusiness Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5048
Cell Phone: (608) 220-9296
Fax: (608) 224-5107
Kathy.schmitt@Wisconsin.gov
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)

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From: [Knigge, Krista M - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: Accepted: Discuss FoxCon booth in China

From: [Swenson, Jeffrey A - DATCP](#)
To: [DATCP DL AD Farm Center Madison](#); [Federman, Lois A - DATCP](#); [Gandara, Enrique R - DATCP](#); [Heinemann, Jack A - DATCP](#); [Monsen, Norm E - DATCP](#); [Ripp, Keith - DATCP](#)
Subject: April 2 Market update
Date: Wednesday, April 4, 2018 4:29:02 PM
Attachments: [4 2mktupdate.pdf](#)

All,

It was suggested that I expand the distribution list. Please let me know if you are receiving this for the first time and would rather not in the future.

Let me know if you have any questions. Thank you,

Jeff

Jeffrey A. Swenson
Livestock and Meat Specialist
Wisconsin Department of Agriculture, Trade and Consumer Protection
(608) 224-5082

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From: [Knigge, Krista M - DATCP](#)
To: [Dedinsky, Paul - DATCP](#)
Cc: [Girard, Alexander C - DATCP](#)
Subject: ATP project memo
Date: Wednesday, October 3, 2018 9:36:37 AM
Attachments: [20180928 Agriculture Trade Promotion Projects..docx.docx](#)

Paul – in my conversation with Alex yesterday, he suggested I review the ideas for projects DAD would like to submit and be a supporting resource on related to funding being made available through the ATP program for tariff relief. Attached is a draft of projects I plan to review with the Secretary early next week. Note these are not in priority order and are only summaries at this point – meaning there is work to do to flesh out details. We also may include a proposal related to mink pending yesterday’s conversation with the Lt. Governor.

Can you review and provide any feedback or questions?

Thank you-

Krista Knigge
Administrator – Division of Agricultural Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Stamm, Christine A - DATCP](#)
To: [Sheila E - DATCP Harsdorf \(SheilaE.Harsdorf@wisconsin.gov\)](#); [Krista M - DATCP Knigge \(Krista.Knigge@wisconsin.gov\)](#); [Lu, Jennifer Y - DATCP](#)
Subject: Briefing Information for Monday morning meeting with Chinese group
Date: Friday, August 3, 2018 6:30:00 PM
Attachments: [08062018ChinaBriefingDocument.docx](#)
Importance: High

For your weekend reading pleasure!

I have not yet received a listing of the delegation attendees. I am hoping it will arrive over the weekend, and then I will make updates to this document.

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Stamm, Christine A - DATCP](#)
To: [Harsdorf, Sheila E - DATCP](#); [Knigge, Krista M - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Subject: Briefing Information for Monday morning meeting with Chinese group
Date: Friday, August 3, 2018 6:30:44 PM
Attachments: [08062018ChinaBriefingDocument.docx](#)
Importance: High

For your weekend reading pleasure!

I have not yet received a listing of the delegation attendees. I am hoping it will arrive over the weekend, and then I will make updates to this document.

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Tammy Vaassen](#)
To: [Gandara, Enrique R - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: Central America report
Date: Friday, September 21, 2018 10:32:43 AM
Attachments: [Wisconsin Beef FY2018 year end report.pdf](#)

Enrique – It was fantastic to meet you yesterday! I look forward to learning from your experiences on foreign marketing in the future! As I promised both of you, attached you will find the report from the USMEF highlighting the programs and results of Wisconsin Beef Council’s investment in Central America marketing and promotions efforts last year. Please let me know if you have any questions on this, or if we can assist in opportunities with the ATP funds. Best wishes!

Tammy Vaassen
Executive Director
Wisconsin Beef Council
608-833-9940 – office
632 Grand Canyon Drive
Madison, WI 53719

From: [Stout, Lisa S - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Cc: [Rusch, Paige N - DATCP](#)
Subject: China Focused trade mission documents
Date: Friday, August 10, 2018 2:04:20 PM

<I:\dad\AgMkt Dvlt\IABC\Food Export Midwest\FY2018\FTM China\Final Documents.>

I will be out August 11-18 in China and the week of August 20th on vacation. I am be in the office sometime during the week of 20th, but am not sure exactly when at this time.

Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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This message and any files transmitted to and from the Wisconsin Department of Agriculture, Trade, and Consumer Protection is open to public inspection under Wisconsin's public record law. Unless a legal exemption applies, this message and any response to it will be released if requested. If you are not the intended recipient of this email, please notify the sender immediately and delete it from your system.

From: [Heinemann, Jack A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: China Import Expo
Date: Friday, September 28, 2018 3:54:58 PM

Wisconsin companies participating with WEDC

Khay told me that the WEDC\FoxConn booth is 500 square meters showcasing WI industries (booth paid by FoxConn).

WI companies in the booth are:

1. Inpro Corporation (building products),
2. Velicon (high-speed motor)
3. BiologiQ (plastic)
4. Black Rock Stone Cutting,
5. Dynex (engineering)

5 water tech companies:

1. Roving Blue
2. SDMC
3. PaveDrain,
4. BioGill
5. StarWater

Not in Wisconsin/Foxconn booth.

1. Marathon Ginseng
2. WI Ginseng and Herb Coop
3. Hsu's Ginseng

Maybe GBW too.

Baumann Ginseng will attend but not exhibit at the show.

From: [Heinemann, Jack A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Cc: [Lu, Jennifer Y - DATCP](#)
Subject: China International Import Fair
Date: Friday, September 28, 2018 3:20:03 PM
Attachments: [image001.png](#)

Please find the document we discussed this morning regarding the China International Import Fair. Document [found here](#). If you have questions and/or comments please let me know.

Jack Heinemann
Director International Agri Business Center
Division of Agriculture Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5125
Cell Phone:
[if
applicable]
(608) 215-
6926
Jack.heinemann@wisconsin.gov

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From: [Stamm, Christine A - DATCP](#)
To: [Lu, Jennifer Y - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: China meeting on Monday
Date: Friday, August 3, 2018 3:34:49 PM

Jennifer and Krista,

We are now confirmed for 9:00 am on Monday and I have updated the Outlook calendar. The meeting will be held in the Hall of Fame Room 172.

- 1.) Briefing Documents for the Secretary:
 - a. Jennifer – would you please put together some bullet points on the China ag market (trade stats, market highlights, potential concerns, items that we (DATCP)/Wisconsin companies are doing to promote exports)
 - b. Christine – Biographies (once we get a listing of who is all attending.)
 - c. Christine – protocol and etiquette
- 2.) Morning refreshments
 - a. Christine – coffee, tea, water (do you think we would need some pastries?)
- 3.) Vetting – do we need to do a Livingston search on the names we do have?
 - a. GAO Jin, Second Secretary, Policy Section, Embassy Of China In [the United States, 3505 International Place, NW Washington DC 20008](#), Tel.: 001-202-4952352
 - b. **Counselor Jin Lyu**

Thanks!
Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Dick, James F - DATCP](#)
To: [Pino-Gallagher, Jen S - DATCP](#)
Subject: China TRade
Date: Monday, September 17, 2012 3:41:00 PM

Jen,

Something only to think about at this point. I don't think we'll get any calls on this although I know of one reporter who does make these kind of connections. He may be asking how ag exports might be affected.

Not sure if you've followed this but the US is getting into a trade skirmish (I won't call it a war yet) with China. It's mainly over cars and manufactured car parts but both sides have filed complaints with WTO. US is upset with Chinese government subsidies of its auto parts manufacturers and just today filed a complaint. China filed complaints against US tariffs on Chinese products.

Probably nothing to be concerned about yet as far as commodities go but could this escalate in ag related manufacturing? The BoMatic's of the world.

As I said, probably won't get any calls but it may be good to have some response in mind.

Jim Dick

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

(office) 608-224-5020

(cell) 608-513-8950

jim.dick@wi.gov



From: [Jack Heinemann](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: Chinese TArrifs
Date: Friday, April 6, 2018 6:17:44 AM

<https://www.wpr.org/wisconsin-growers-producers-weigh-impact-chinese-tariffs>

<http://www.wbur.org/hereandnow/2018/04/03/china-tariffs-ginseng-wisconsin>

<https://www.npr.org/2018/03/31/599397448/impact-of-chinas-new-tariffs-could-be-huge-on-u-s-soybean-farmers>

<https://www.cnbc.com/2018/04/02/china-tariff-hit-for-us-agriculture-could-be-big-gain-for-australia.html>

http://host.madison.com/business/u-s--china-tariff-tussle-to-hit-farm-states/article_82a5e126-0bf3-545b-990f-c2cae43c264f.html

<https://www.politico.com/story/2018/04/04/trump-china-tariffs-farmers-agriculture-461373>

Jack Heinemann

jheinemann@newnorthventurellc.com

(920) 527-1950

From: [Amanda Culp](#)
To: [Hector Castro \(hcastro@agr.wa.gov\)](mailto:hcastro@agr.wa.gov)
Subject: COSDA: Pet Food and Tariffs
Date: Wednesday, April 4, 2018 11:16:07 AM

COSDA Members,

We will be hosting a conference call this Friday, April 6 at 2 PM ET to discuss strategy and share resources on the Chinese tariffs on agricultural goods in response to U.S. steel and aluminum tariffs. We will also be discussing strategy around response to film documentary inquiries. Christi Lightcap from Colorado will share her experience in this area and others are welcome to share as well.

Dial-In Number: +1 (267) 930-4000

Participant Access: 833 225 269

To join the conference on your iOS Device, click this link: <http://rconf.net/2qtgiXB>

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Swenson, Jeffrey A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: Dairy Exchange
Date: Thursday, October 25, 2018 1:32:59 PM
Attachments: [dairyexchange10_23.docx](#)

Hello,

I have attached my prepared comments from the Dairy Exchange. I stuck to the comments for the most part.

Please let me know if you have any questions.

Jeff

Jeffrey A. Swenson

Livestock and Meat Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Andre, Ashley K - DATCP](#)
To: [Andre, Ashley K - DATCP](#)
Subject: DATCP 04.20.18 Weekly
Date: Friday, April 20, 2018 9:58:54 AM
Attachments: [DATCP 04.20.18 Weekly.doc](#)

Thank you!

Ashley Andre

Policy Initiatives Advisor – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5002

Cell Phone: (608) 220-5067

ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Subject: DATCP 04.20.18 Weekly
Date: Friday, April 20, 2018 9:58:53 AM

AGENCY REPORT Agency Name: DATCP

Evaluation for week ending: April 20, 2018

Author of Report: Keeley Moll

Title: Deputy Secretary

Contact Information: (608) 225-9482 Department: Office of the Secretary

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Jobs Areas within the agency to watch
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Scott Walker

Office of the Governor

State of Wisconsin

P.O. Box 7863

Madison, WI 53707

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Date: Friday, April 20, 2018 9:58:54 AM

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Author of Report: Keeley Moll

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Scott Walker

Office of the Governor

State of Wisconsin

P.O. Box 7863

Madison, WI 53707

From: [Girard, Alexander C - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: DATCP Federal Update - Week of July 30th
Date: Wednesday, August 1, 2018 10:01:36 AM
Importance: High



2018 US Senate Farm Bill Conference

U.S. Senate Ag Chairman Pat Roberts (R-Kan.) was hopeful that the Senate last week would vote to start formal farm bill conference talks and name its conferees. That may have kept Congress on track to pass a farm bill by the Sept. 30 deadline.

However, this has not occurred yet, potentially delaying the process. The US House is convened for summer recess through the end of August, which means the first public meeting of the conference committee won't take place until September at the earliest. The Senate is anticipated to vote this week to enter into conference.

Earlier in June, U.S. House leadership, namely House Speaker Paul Ryan and Minority Leader Nancy Pelosi, appointed dozens of lawmakers to the farm bill conference committee after the chamber agreed to head to conference. Speaker Ryan named 29 Republicans as conferees, while Pelosi selected 18 Democrats. A majority of the lawmakers — 23 of them — sit on the House Agriculture Committee. From Wisconsin, Congressman Sean Duffy (WI-07) was named as one of the Republican members.

Budget Shutdown Fears Renewed

Earlier this week, President Donald Trump renewed his threat to shut down the federal government if Congress does not pass a government funding bill that includes additional money for border security.

Congress is working toward a Sept. 30 deadline to fund the federal government or risk shuttering agencies a month before the 2018 midterm election. Republican leaders in both chambers of Congress expect to pass the majority of the 12 appropriations bills necessary to keep the government operating before Sept. 30th, the end of the fiscal year. Between those bills and a short-term spending measure to bridge the gap, they believe they can push off any potential fights — including over border wall funding — until later in the fall.

Recent USDA Action for Tariff Mitigation

On July 24th, U.S. Secretary of Agriculture Sonny Perdue announced that USDA will take several actions to assist farmers in response to trade damage from unjustified international tariff retaliation. USDA was directed to develop a short-term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. Specifically, USDA will authorize up to \$12 billion in programs, which is in line with the estimated \$11 billion impact of the retaliatory tariffs on U.S. agricultural goods. These programs will assist agricultural producers to meet the costs of disrupted markets.

USDA has unveiled three separate programs to have in place by September 4. The following are the three programs outlined:

- **Market Facilitation Program** – Administered by the Farm Service Agency (FSA), this will provide incremental payments to producers of soybeans, sorghum, corn, wheat, cotton, dairy, and hogs to help farmers deal with surplus supplies.
- **Food Purchase and Distribution Program** – This program will assist specialty crop and livestock producers by purchasing the surplus of affected commodities such as fruits, nuts, rice, legumes, beef, pork, and milk for distribution to food banks and other nutrition programs (administered by the Agricultural Marketing Service).
- **Trade Promotion Program** – Foreign Agricultural Service (FAS) will work with the private sector, including traditional FAS cooperators, to assist in developing new export markets.

The Estimated Impact of Tariffs on Other U.S. Economic Sectors

The U.S. Chamber of Commerce recently estimated that the full cost of a hypothetical government aid package to help all of U.S. manufacturers, farmers and fishermen affected by President Trump's new tariffs on steel and aluminum from around the world, and a host of products from China, could reach a total of nearly \$39 billion. That would equate to be another \$27 billion on top of the \$12 billion the Trump Administration announced last week to help U.S. farmers.

Impact on other sectors: The U.S. Chamber of Commerce estimates that U.S. automobile, motorcycle and parts manufacturers would need up to \$7.6 billion in federal aid if the assistance promised for farmers is extended to other sectors. Chemical manufacturers would need \$960 million; prepared food manufacturers, \$884 million; fishermen and crabbers, \$811 million; soap manufacturers, \$725 million; beverage manufacturers, \$765 million; shipbuilders, \$632 million; and furniture makers, \$567 million.

From: [Girard, Alexander C - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: DATCP Federal Update - Week of September 24th
Date: Monday, September 24, 2018 3:53:06 PM



Status of U.S. Senate & House Session:

The U.S. Senate and U.S. House are both back in session for the week of September 24th.

-
-

Federal Government Funding (Continuing Resolution Update):

The U.S. Senate voted 93-7 on Tuesday, 9/18 to pass a comprehensive \$854 billion spending bill that includes funding for the departments of Defense (DOD), Health and Human Services (HHS), Labor (DOL) and Education (DoED). This is significant, as these federal agencies consist of the majority of total government spending. Despite containing only two appropriations bills, the package represents roughly two-thirds of Congress's 2019 spending. Historically, it's the first time the Senate has approved funding for Labor, HHS or Education outside an omnibus bill since 2007.

This week, the House is expected to vote on a combined fiscal year 2018 continuing resolution and a fiscal year 2019 spending bill for the departments of Defense, Labor, and Health and Human Services. This would fund the remaining government programs without a full year appropriation after September 30th through December 7th, 2018.

The two chambers are continuing to work on a third package of four bills they hope to send to the President as well, but differences remain between the House and Senate. Those bills include agriculture, interior, financial services and transportation funding measures.

The bill must pass the House and be signed by the President before midnight on Friday, September 28th to avoid a government shutdown.

New Round of Tariffs Effective Starting September 24th 2018:

As part of the United States' continuing response to China's theft of American intellectual property, the Office of the United States Trade Representative (USTR) recently released a list of approximately \$200 billion worth of Chinese imports that will be subject to additional tariffs. In accordance with President Trump's directives, the additional tariffs will be effective starting

September 24th, 2018, and initially will be in the amount of 10 percent. Starting January 1, 2019, the level of the additional tariffs will increase to 25 percent.

These newly effective tariffs on \$200 billion worth of products are in addition to the \$50 billion worth already assessed earlier this year, meaning nearly half of all Chinese imports into the United States will soon face levies. Effective September 24th, China has also implemented another \$60 billion of American goods, bringing the total value of goods facing tariffs to \$113 billion. Exports like salted beef, pig casings, frozen peas and canned spinach will now face 5 or 10 percent duties. Virtually every U.S. food and agriculture product is now subject to Chinese tariffs.

A full list of the products subject to the \$200 billion of additional tariffs, can be found by [clicking here](#).

For the latest comprehensive list of all U.S. trade actions/tariffs and other countries' retaliatory measures, please feel free to [click here](#)

NASDA Annual Policy Conference 2018 Update - Hartford, Connecticut

Earlier in September, members of the National Association of State Departments of Agriculture (NASDA) at the annual policy conference in Hartford, Connecticut voted in support of two action items and initiatives sponsored by Secretary Sheila Harsdorf.

Cell Cultured Meat Products – NASDA members voted to support U.S. Department of Agriculture's (USDA) jurisdiction over cell cultured and tissue culture products derived from livestock and poultry. The action item was co-sponsored by Wisconsin Secretary of Agriculture Sheila Harsdorf and North Carolina Commissioner of Agriculture Steve Troxler. In summary, NASDA Members believe that USDA is the appropriate lead agency and encourages them to work with states and federal agencies to ensure that these emerging types of meat products are appropriately regulated and labeled.

Standards of Identity for Milk - NASDA members voted to support the Food & Drug Administration's (FDA) enforcement of its existing milk labeling requirements that provide clear and transparent information to consumers and regulatory structure to the agricultural industry. NASDA members feel it is important that consumers are accurately informed about products intended for retail and consumption through the proper administration of standards of identity (SOI). As food industry innovations continue to emerge, it is essential that standards of identity and labeling requirements are clear and consistently enforced by FDA to maintain the integrity of the agricultural industry and clarity in the marketplace for consumers. The action item was co-sponsored by Wisconsin Secretary Sheila Harsdorf, North Carolina Commissioner Steve Troxler, and Idaho Director Celia Gould.

For a complete list of action items and policy amendments adopted by NASDA at the September annual conference, please feel free to [click here](#).

####

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To: [Albracht, Jerad - DATCP](#); [Andre, Ashley K - DATCP](#); [Brown, Sean M - DATCP](#); [Cochart, Lacey L - DATCP](#); [Cosh, William - DATCP](#); [Dedinsky, Paul - DATCP](#); [Duwe, Leeann M - DATCP](#); [Evenson, Tom - GOV](#); [Gilson, Donna J - DATCP](#); [Girard, Alexander C - DATCP](#); [Grinder, Jennifer - DOA](#); [Harsdorf, Sheila E - DATCP](#); [Hummell, Richard P - DATCP](#); [Ingham, Steve C - DATCP](#); [Jablonski, Jack - GOV](#); [Ripp, Keith - DATCP](#); [Krebs, Samuel - GOV](#); [Larson, Jane H - DATCP](#); [Markor, Kelly A - DATCP](#); [McGraw, Paul J - DATCP](#); [McPherson, Jeremy S - DATCP](#); [Michels, Steven - DOA](#); [Moll, Keeley A - DATCP](#); [Petty, John F - DATCP](#); [Reinen, Michelle J - DATCP](#); [Roskam, Kyle - GOV](#); [Smith, Daniel G - DATCP](#); [Smithback, Kelly A - DATCP](#); [Stamm, Christine A - DATCP](#); [Tompach, Matthew C - DATCP](#); [Carlson, Michael M - DATCP](#)
Subject: DATCP Media Contacts - March 27, 2018
Date: Tuesday, March 27, 2018 4:27:51 PM
Attachments: [image001.png](#)

David Lynch. Global Economics Correspondent, The Washington Post.

Ginseng.

Bill Cosh handled.

Dave wanted to know if any of Wisconsin's ginseng crop is grown in the first congressional district. Dave was asking because China has included ginseng as among its potential targets for retaliatory tariffs, which is a subject he covers. I explained to Dave that we were not aware of any ginseng being grown in that area and also referred him to the Ginseng Board of Wisconsin.

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Subject: DATCP Media Contacts - March 28, 2018
Date: Wednesday, March 28, 2018 5:27:59 PM
Attachments: [image001.png](#)

March 27, 2018

Tony, WORT-FM, Madison

Donna Gilson handled

Did a taped interview about the requirement for participating in the industrial hemp program. Tony was very interested in the issue of whether it is legal for seed to travel interstate. I emphasized that it is a gray area.

Mimi Mitrovic, WAOW-TV, Wausau

Donna Gilson handled

Mimi contacted Bill Cosh for an interview about the progress of industrial hemp licensing. I emailed her and left a voicemail, but heard nothing back from her.

Peter Tubbs, Market to Market producer, Iowa Public Television

Rick Hummell handled/submitted

Matt asked if we could put him in contact with some Wisconsin dairy farmers “who are struggling with the current ebb in dairy prices.” We referred him to the Wisconsin Farm Bureau, UW-Extension (County Ag Agents), Professional Dairy Producers of Wisconsin, and the Dairy Girl Network.

March 28, 2018

Craig Dillon. Reporter, WCUB. Consumer Protection interview.

Michelle Reinen handled.

Today we covered: New tax scam circulating, spring break/Grandparent scam and a few other travel items, April Fools scam artist holiday – phishing attempts.

Danielle Kaeding. Reporter, WPR. CWD.

Dr. McGraw handled.

Questions on the Bayfield farm.

Paul Smith. Outdoor Editor, Milwaukee Journal Sentinel.

Request for update on epidemiological evaluations at Bayfield and Washington county deer farms.

Bill Cosh handled.

Explained to Paul that we have nothing new to report at this time, that we are still working with the farm.

Jim Dayton. Ag reporter, Janesville Gazette.

Jack Heinemann and Bill Cosh handled

Story on Chinese tariff threats and local impact on ag. Jim wanted to know how big of a trade partner China was when it came to Wisconsin agriculture and wanted to know what the potential impact might be on local farmers if the tariffs went through.

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Subject: DATCP Media Contacts - October 18, 2018
Date: Thursday, October 18, 2018 5:27:24 PM
Attachments: [image001.png](#)

October 18, 2018

Michelle Phillips, reporter, Middleton Times-Tribune

Rick Hummell handled/submitted

Michelle is working on a story about federal tariffs and their impact on farmers in Wisconsin. She asked to be put in contact with representatives for the cheese, cranberry, ginseng, and paper industries. Rick supplied her with contact info.

Jeff Daniels, reporter, CNBC

Rick Hummell handled/submitted

Jeff is working on some stories about Wisconsin's economy and wanted to know if DATCP has stats on how much of the ag production gets exported and a brief breakdown. Rick provided Wisconsin ag exporting highlights and a more detailed breakdown of top international markets.

Danielle Kaeding, WPR

Donna Gilson handled

Danielle wanted to know when we would have technical standards and best management practices for farmers to implement the new NR 151, and what cost-sharing would be available. I told her that we would need to also amend our administrative rule, and we have not yet started the process, which normally takes about 18 months. We do not cost-share directly; it passes through the counties.

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Subject: DATCP Media Contacts - April 5, 2018
Date: Thursday, April 5, 2018 5:43:31 PM
Attachments: [image001.png](#)

April 4, 2018

Steve Walters. Reporter, WISEYE.

Chinese tariffs.

Ashley Andre and Bill Cosh handled.

Steve requested a statement from Sec. Harsdorf on the impact of Chinese tariffs on Wisconsin exports of ginseng, soybeans and corn. We provided him with the following:

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

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Subject: DATCP Media Contacts - April 6, 2018
Date: Friday, April 6, 2018 5:33:44 PM
Attachments: [image001.png](#)

April 5, 2018

Larry Meiller of Wisconsin Radio Network

Michelle Reinen and Jerad Albracht handled

For the monthly consumer protection segment on Larry's show, Michelle and Jerad took calls from the public and talked with Larry about consumer issues including the FTC's top frauds for 2017 report and the nationwide distribution of new Medicare cards.

April 6, 2018

Rob Schultz. Reporter, Wisconsin State Journal.

Industrial Hemp.

Brian Kuhn handled.

It sounded like he was just confirming information that he obtained from Ken Anderson at Legacy Hemp, who he had spoken with. Relatively standard questions focused on the topics in his email (below). On the processing plant question, I said there was interest in building processing facilities but whether that interest turns into an actual processing plant remains to be seen. Just wanted you to be aware of the interview and the article coming out this weekend.

Jeremy Crosby of Fitchburg Access Community TV

Michelle Reinen handled/Jerad Albracht submitted

Jeremy taped a number of short segments with Michelle about topics from DATCP's monthly consumer protection topics ideas list for media (including the FTC top frauds for 2017 and new Medicare cards, new tax scams, and spring cleaning/yard sale safety tips).

Caitlin Dewey. Reporter, Washington Post.

Ginseng.

Bill Cosh and Jennifer Lu handled.

Caitlin is working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and was looking for some statistics on how much the ginseng industry contributes to Wisconsin's economy. I provided her with a copy of Crystal Siemers-Peterman's article on Ginseng along with the following statistics:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.

- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

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Subject: DATCP Media Contacts - April 19, 2018
Date: Thursday, April 19, 2018 5:27:44 PM
Attachments: [image001.png](#)

April 18, 2018

Paul Gores of Milwaukee Journal Sentinel

Jerad Albracht handled

Paul asked about gift card usage during the Bon-Ton liquidation sale and about who consumers should contact if they have problems during the sale. Jerad suggested that consumers use gift cards as soon as possible and added that shoppers facing consumer issues (such as possible misrepresentations) could file complaints with DATCP and we would look into the situation.

April 19, 2018

Chuin-Wei Yap. Reporter, Wall Street Journal.

Ginseng.

Bill Cosh handled.

Chuin-Wei wanted to know:

1/ What effects is this tariff likely to have on Marathon and surrounding areas that have built their community around the ginseng trade and its globalization? Do you see economic conditions there likely deteriorating as a result, and what might be done to ease the impact?

2/ How are you guys planning to respond to the Chinese tariffs?

We referred Mr. Yap to the Ginseng Board of Wisconsin, the Ginseng & Herb Co-op and Marathon Ginseng. As with DATCP's help to the ginseng industry on this matter, DATCP is working with USDA trade office in China to find a solution.

Kathy Keene of WHBY

Michelle Reinen handled/Jerad Albracht submitted

Michelle joined Kathy for an hour-long call-in show where they discussed a range of consumer protection issues including Medicare cards and the top FTC fraud list for 2017.

Ashley Sears of Fox 6

Jerad Albracht handled

Ashley asked about gift card and private label credit card usage as relates to the Bon-Ton liquidation sales. Jerad advised consumers to use gift cards as quickly as possible and noted that consumers who face possible misrepresentations or pricing issues during the sale can file complaints with DATCP and we will look into the situation.

Chris Rickert of Wisconsin State Journal

Jerad Albracht handled

Chris asked about the status of a complaint against Sam's Club: a WSJ reader was looking for a refund of her annual Sam's Club fee following the closure of the Madison store. Jerad noted that the complaint was received last week and was under mediation.

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From: [Schmitt, Kathy M - DATCP](#)
To: [DATCP DL AD Farm Center Madison](#)
Cc: [Knigge, Krista M - DATCP](#)
Subject: Farm Aid Survey
Date: Monday, July 23, 2018 3:45:05 PM
Attachments: [2018 Farm Economy Survey Responses.docx](#)

FYI. Summary of a survey Farm Aid did on the farm economy this summer.

Kathy Schmitt
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Wisconsin Department of Agriculture, Trade and Consumer Protection
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Kathy.schmitt@Wisconsin.gov

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Subject: Final trade team memo for Board presentation
Date: Wednesday, March 6, 2013 2:19:16 PM

Date: March 8, 2013
To: Board of Agriculture, Trade and Consumer Protection
From: Ben Brancel, Secretary,
Mike Powers, Administrator, Division of Agricultural Development

Subject: Wisconsin international trade team update

Presented By: Jen Pino-Gallagher, Bureau Director, Division of Agricultural Development

International trade team staff: Enrique Gandara, Jennifer Lu, Ashwini Rao and Lisa Stout

Recommendation/ Requested Action: Information only

Summary/Background: The international trade team is housed within the Agricultural Market Development Bureau at the Department of Agriculture, Trade and Consumer Protection (DATCP). With an overall mission of “Helping Wisconsin Agriculture innovate, grow and be profitable”, the bureau includes programs that comprise the entire continuum of local, regional and international markets for Wisconsin’s small to mid-sized agricultural businesses.

Currently, Wisconsin ranks as the 13th largest exporting state of agricultural products by value. Since 1965, DATCP has offered international services to Wisconsin exporters. Throughout the years, the services offered have transformed from purely promotional assistance to a very robust core of business development services that include:

Exporter education

Market research

Market development

In 2006, DATCP branded the international trade team as a collaboration between the Wisconsin Economic Development Corporation (formerly the Department of Commerce) and DATCP.

As DATCP has expanded the trade team services and staff knowledge and abilities, agricultural exports has also grown as shown by the following graphs.

Team: The trade team helps Wisconsin's agricultural companies and producers succeed by identifying export opportunities around the world. The trade team provides technical expertise and market development initiatives to aid in the growth of Wisconsin agriculture through increased exports and development of trade enhancing partnerships. The team analyzes client feedback, global trends, market and export data to establish criteria for identifying target markets and activities.

The four-member trade team, led by Jen Pino-Gallagher, enjoys credibility and a strong record of excellent customer service among its stakeholders, largely attributed to the expertise and knowledge base of the multi-lingual and multi-cultural staff.

The above chart shows the geographic regions covered by each team member. The trade team works in conjunction with the international staff at the Wisconsin Economic Development Corporation, the state's leading economic development organization, and other organizations to provide assistance, some of whom provide direct funding for international activities.

Partners we collaborate with include:

Food Export Association of the Midwest (www.foodexport.org) - \$242,000 (FY13 funding)

U.S Livestock and Genetics Association (www.uslge.org) – \$30,000 (FY13 funding)

Small Business Administration (www.sba.gov) - \$68,000 (FY13)

Federal State Marketing Improvement Program (www.ams.usda.gov/AMSV1.0/FSMIP) - \$65,525 (FY12)

U.S. Dairy Export Council (www.usdec.org)

American Hardwoods Exporters Council (www.ahec.org)

Services: Wisconsin companies - whether new to exporting or a seasoned international business - can benefit from the trade team's extensive knowledge and trade expertise. Below is a listing of services benefiting companies in every stage of a business' life cycle.

Business Counseling, Education and Funding

Evaluate a firm's export potential

Guidance on the mechanics of the export process

Identify resources and develop potential strategies for new/ expanding markets

Provide referrals to federal agencies and other organizations as needed

Education workshops around the state cover a wide-range of topics from exporter basics to detailed sessions

Market Research/ market overview studies

Branded Program™

Market Builder™

Market Development

Agent/ Distributor Search

Buyers Mission

Trade Missions

Food Show PLUS!™

Case studies:

Broker Finds Tremendous Growth in Emerging Markets

Located in Green Bay, Wisconsin, The Stone group has been taking advantage of Food Export–Midwest’s programs and services, delivered by the trade team staff, for several years. In just the past 12 months, they’ve seen their export sales grow dramatically, much of it possible to the contacts the company made at the Midwest Buyers Missions and Focused Trade Missions.

Mike Stone, president, The Stone Group, commented, “The spike in sales to China are commensurate with our participation in tradeshows in the region over the past two years—SIAL China and Food Ingredients China. During the tradeshows, we made more than 1,000 new buyer contacts which resulted in actual sales with a dozen new buyers.” The company has used Branded Program funds to help with the cost of travel, tradeshow fees, hotel, and translating their brochures and signage into Chinese for the international audiences.

As a result of their increased export sales, The Stone Group has been able to add six full-time staff members and help many local cranberry farms survive the recent slump in the cranberry business.

Relationship with Shanghai Dairy Group Continues to Develop

The dairy industry is a worldwide business, and the relationship between the Shanghai Dairy Group and the State of Wisconsin continues to develop. Trade team staff member, Jennifer Lu, has nurtured a strong relationship with the Shanghai Dairy Group. As a result, the group has visited the state on numerous occasions to hold business meetings and participate in tours to identify potential suppliers of equipment, feed, training and technical expertise.

“While visiting China in June, I signed a letter of intent that recognized Wisconsin as the preferred supplier of agricultural goods and services for the Shanghai Dairy Group,” said Department of Agriculture, Trade and

Consumer Protection (DATCP) Secretary Ben Brancel. “Their visits to Wisconsin are part of the long-term cooperation and partnership with the Shanghai Dairy Group that will be mutually beneficial.”

The Shanghai Dairy Group in China includes 40,000 cows on multiple farms, a feed facility, dairy processing, food retail, beef steers, dairy equipment and dairy technology research. The goal of Shanghai Dairy Group’s visit was to find partners from Wisconsin to grow their dairy business. As part of that goal, DATCP staff introduced the group to other entities like UW-Madison for further developing their research interests.

DATCP’s Timely Intervention Helped Company Save Thousands

DATCP staff recently worked with a company that exports basic and high performance nutritional ingredients to a number of international markets, including Asia where there is growing demand for dairy proteins and carbohydrates.

The company had six containers, valued at \$2.8million detained at a port in France because of missing documents. DATCP trade team staff worked with the Division of Food Safety to procure the necessary documents so that the containers could pass through inspection. The trade team resolved the situation within 24 hours saving the company thousands of dollars in damage fees as well as the company’s reputation!

Upcoming business development missions focused on targeted markets:

China Business Development Mission - Wisconsin Wood Products

Guangzhou and Shanghai, March 24 – April 2, 2013

- Suppliers of wood products

AgroExpo: International Feed & Feed Ingredients Focused Trade Mission

Bogota, Colombia, July 14-24, 2013

- Suppliers of animal feed • feed ingredients

CIGAL-International Dairy Cattle Conference

Queretaro, Mexico, August 21– 23, 2013

- Genetics companies • dairy and farm equipment manufacturers • feed companies • veterinary medicine suppliers • livestock exporters

Focused Trade Mission to Korea for Retail and Foodservice Food Products

Seoul, Korea, August 25-28, 2013 • U.S. suppliers of retail and food service products

Trade Mission to Brazil, Chile and Colombia

Brazil, Chile and Colombia, September 9-17, 2013 • dairy products • retail and food service products

International Feed Buyers Mission to World Dairy Expo

Madison, Wisconsin, October 1 – 5, 2013

- Suppliers of animal feed • feed ingredients

SIAL Middle East Food Show Plus Services

Abu Dhabi, United Arab Emirates, November 24 – 26, 2013

- U.S. suppliers of retail and food service products

Livestock and Genetics Seminar

Madison, Wisconsin, April 3, 2013

- Livestock or genetics companies

Export Education Seminar

UW- River Falls, River Falls, Wisconsin, July 16, 2013

- Open to anyone interested in exporting

For any program to be successful, research, monitoring and evaluation of programs is essential. Results from our most recent client satisfaction survey are include below. Additionally, the trade team continually evaluates their work through obtaining evaluations from participating companies at the close of every export event, monitoring and reporting on export statistics and reviewing the export documentation issued by the Food Safety and Ag. Resource Management divisions of DATCP.

Customer Satisfaction Survey Results (summary)

Over 45% of assistance provided was in the area of general exporting and documents.

Trade team staff received an overall average rating of 4.19 (out of 5) for quality of services. The highest rating (4.5) was for introducing Wisconsin companies to foreign buyers.

The trade team staff also received high ratings for being knowledgeable, timeliness, and for being easy to reach.

Over 60% of the respondents felt that they saved time as a result of the services they received from the trade team. Over 50% felt that they were able to make a business decision with the help of the trade team.

Looking to the Future: Trends Impacting Wisconsin Agriculture

Moving forward, the need to demonstrate our commitment to innovation, and highlight our services and resources is stronger than ever before. The team is working on implementing an integrated communications plan aimed at achieving clearly identified objectives. These strategies would extend beyond individuals and businesses to include service providers, and decision makers at different levels to increase awareness. Additionally, DATCP staff has been working with SBA/ Small Business Development Export Counselors to determine new opportunities and strategies to collaborate.

Trends Focus Areas Strategy Three-quarters of the fastest-growing metropolitan economies in 2012 were located in developing regions - Asia, Latin America, and the Middle east and Africa. (Source: Global Metro Monitor, Brookings, see Figure 3) Asia, Latin American and Middle East

All agricultural companies Focusing our efforts to engage greater number of companies in exporting as a result of the shrinking U.S. market Prosperity is leading to a growing middle class seeking high-quality U.S. products to demonstrate their new socio-economic status. (Source: The Future of Manufacturing, Deloitte Touche Tohmatsu, Figure 4) Downturn in Wisconsin lumber industry has left Northwoods area economically challenged. The Indian and other Asian markets have emerged as key potential markets for imported hardwood lumber and veneer, including American species

Hardwood, lumber and furniture exporters. Obtain federal funding to conduct market expansion activities for Wisconsin's lumber industries.

Market feasibility study in India

Wood business development mission to China Free Trade Agreements (Source: The Future of Manufacturing, Deloitte Touche Tohmatsu, see Figure 5)

Colombia and South Korea Feed, retail food products, livestock, genetics

Funding and resources sought to execute trade building activities in Business Development missions planned One-third of U.S. ag production is exported annually and about one million American jobs are supported by these exports. Ag is one of the few economic sectors in the U.S. to consistently run a positive balance

of trade. C-level executives of Wisconsin agricultural businesses. Trade team developing an ag-focused curriculum for C-level executives focused on creating an export strategy. Developed in partnership with Wisconsin Economic Development Corporation (WEDC) and the Wisconsin Manufacturing Extension Partnership (WMEP) Identifying opportunities DATCP staff is also involved a transportation subcommittee that was formed as part of a Lakeshore International Networking Knowledge exchange (LINKe) program. One of the objectives of the transportation subcommittee is to develop a shippers association so as to create opportunities for collaborations.

In a world of diverging demographic outcomes, the economic success of nations, businesses, and investors will depend increasingly on their ability to leverage the changing economic and demographic landscapes across different countries and regions. Below are some tables that provide more information.

Figure 1: Global Population by region (1980-2020). Source: EuroMonitor International 2012.

Figure 2: GDP (in 2005 U.S. Dollars) by Country or Country Group, as a % of the G-20 Total, 2009-2050

Figure 3: Metropolitan GDP Per Capita and Employment Growth Rates By Region and Development Status, 300 Largest Metropolitan Economies, 2011-2012 (Source: Global MetroMonitor 2012, The Brookings Institution, Pg 8)

Figure 4: Share of Global Middle Class Consumption: 2000-2050 (The Future of

Manufacturing: Opportunities to drive economic growth, Deloitte Touche Tohmatsu, Pg 17)

Figure 5: Free Trade Proliferation (The Future of Manufacturing: Opportunities to drive economic growth, Deloitte Touche Tohmatsu, Pg 19)

APPENDIX 1: The Wisconsin International Trade Team Activities and Results

(Jan 2012- Dec 2012)

Number of companies assisted: 269 (CY 2012) / 174 (CY 2011)

Amount of sales the international team helped facilitate:

Wisconsin international trade team: \$31,962,000 (2012) / \$7,471,200 (2011)

Food Export: \$172,271,610 (2012)/ \$ 150,039,939 (2011)

Number of international delegations hosted: 32 (2012) / 16 (2011)

Countries represented: India, Brazil, Bulgaria, Canada, China, Colombia, Taiwan, and Vietnam

Program participants:

Food Export: 311 companies of which 119 were unique.

New to Export : 36

Employees added:177

Distributorships made: 104

Contacts made: 2036

Projected Export sales: \$172,271,610

STEP grant: \$68,000/ company participants yet to be determined

Branded Program - 2012

USLGE: 5 companies / \$145,800

Food Export: 27 companies/ \$1,851,259.33 (allocated – record for Wisconsin)

Number of export seminars

Food Export seminars (2): approximately 100 attendees

Other presentations (4): approximately 115 attendees

Export Certificates

Certificates of Free Sale

Issued by the International trade team: 73

Issued by the Division of Food Safety: 427

Phytosanitary certification: 5,289 (includes federal and state)

Re-Export certificates: 30

Top destinations: Asia, Canada, China, European Union, Latin America, Mexico, Middle East

Common Products issued for: Canned vegetables, Meat products, Consumer Products, Grains, Livestock feed & Ingredients

APPENDIX 2: BACKGROUND INFORMATION

ExporTech™ Program:

The ExporTech™ program is an export strategy development program designed to speed a company's "go to market" timeline by developing a customized international growth plan for the company's product in key markets. The program provides a unique focus on CEO/top management success factors and aims to provide companies with early export success at a reduced risk.

Free Trade Agreements: Free trade are policies by which a government does not discriminate against imports or interfere with exports by applying tariffs (to imports) or subsidies (to exports) or quotas. Free Trade Agreements (FTAs) have proved to be one of the best ways to open up foreign markets to U.S. exporters. Trade Agreements reduce barriers to U.S. exports, and protect U.S. interests and enhance the rule of law in the FTA partner country. The reduction of trade barriers and the creation of a more stable and transparent trading and investment environment make it easier and cheaper for U.S. companies to export their products and services to trading partner markets. As per the International Trade Administration, forty-one percent of U.S. goods exports went to FTA partner countries in 2010, with exports to those countries growing at a faster rate than exports to the rest of the world from 2009 to 2010, 23% vs. 20%.

As of January 1, 2013, the United States has 15 FTAs in force with 20 countries. In addition, the United States has negotiated FTAs with Korea, and Colombia, but these agreements have not yet entered into force. The United States is also in the process of negotiating a regional FTA, the Trans-Pacific Partnership, with Australia, Brunei Darussalam, Chile, Malaysia, New Zealand, Peru, Singapore and Vietnam.

U.S. FTA Partner Countries:

Australia

Bahrain

Chile

Colombia

DR-CAFTA: Costa Rica, Dominican Republic, El Salvador, Guatemala, Honduras, & Nicaragua

Israel

Jordan

Korea

Morocco

NAFTA: Canada & Mexico

Oman

Panama

Peru

Singapore

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Ashwini Rao Caribbean

Lisa Stout & Jennifer Lu Asia

Lisa Stout & Enrique Gandara MAGHREB

Lisa Stout Middle East

Ashwini Rao European Union

Enrique Gandara Russia

r

Ashwini Rao & Jennifer Lu India

Lisa Stout Canada

Ashwini Rao & Enrique Gandara Latin America

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From: [Pino-Gallagher, Jen S - DATCP](#)
To: [Schultz, Karen E - DATCP](#)
Cc: [Rao, Ashwini P - DATCP](#); [Powers, Mike D - DATCP](#); [Dick, James F - DATCP](#)
Subject: Final trade team memo for Board presentation
Date: Wednesday, March 6, 2013 2:19:16 PM
Attachments: [FINAL_BOD_Presentation.doc](#)

Karen, here is the final memo.

Jen Pino-Gallagher

Bureau Director, Agricultural Market Development
WI Department of Agriculture, Trade and Consumer Protection
Ph: 608-224-5125
Email: jen.pinogallagher@wi.gov
Skype: jpinogallagher

2811 Agriculture Drive

Madison, WI 53718

Learn more about the wide variety local, regional and international market development programs available to your company by visiting:

<http://datcp.wi.gov>

From: [Amanda Culp](#)
To: [Hector Castro \(hcastro@agr.wa.gov\)](mailto:hcastro@agr.wa.gov)
Subject: Follow Up: Pet Food and Tariffs
Date: Friday, April 6, 2018 3:05:08 PM

COSDA Members,

Thank you for your participation on today's call. I have compiled a few of the tariff statements I have received or have seen on Twitter below.

Just a friendly reminder that you can view all of NASDA's press statements [here](#) and follow all of your peers on Twitter [here](#). Don't forget to subscribe nasdanews@nasda.org to your press release distribution list so we can occasionally feature you in NASDA News.

Iowa

<https://www.iowaagriculture.gov/press/2018press/press04052018.asp>

Michigan

(A few talking points pulled from their document)

1. Certainly, we are concerned about the impact these new and proposed tariffs could have on Michigan producers and food companies. Farmers are already feeling the financial stress of low commodity prices, and these tariffs would only destabilize the market further.
2. For example, Michigan is the 12th largest soybean producing state in the nation, with 2.3 million acres of production that yielded more than 104 million bushels. Following China's announcement Wednesday, soybean futures dropped nearly 40 cents per bushel. Nationwide, soybean farmers lost more than \$1.7 billion in crop value during morning trading.

North Carolina

<http://www.wral.com/business/video/17466319/>

<http://abc11.com/chinese-tariffs-could-affect-north-carolina-tobacco-and-pork-producers-/3306094/>

<http://www.cbs17.com/news/north-carolina-news/potential-tobacco-tariffs-terrify-nc-farmers/1103421780>

Oregon

<https://wastatedeptag.blogspot.com/2018/03/washington-agriculture-exports-and-china.html>

Utah

<https://ag.utah.gov/home/news/725-utah-agriculture-and-food-commissioner-s-statement-on-china-s-tariff-increases.html>

<https://ag.utah.gov/home/news/727-additional-possible-tariff-increases-announced-by-china-today-on-u-s-agriculture-products.html>

Virginia

[http://www.richmond.com/news/virginia/government-politics/trade-war-puts-virginia-farmers-at-risk-of-losing-critical/article_f3ce7522-c58e-5982-8302-d51abc7446aa.html?](http://www.richmond.com/news/virginia/government-politics/trade-war-puts-virginia-farmers-at-risk-of-losing-critical/article_f3ce7522-c58e-5982-8302-d51abc7446aa.html?utm_medium=social&utm_source=twitter&utm_campaign=user-share)

[utm_medium=social&utm_source=twitter&utm_campaign=user-share](http://www.richmond.com/news/virginia/government-politics/trade-war-puts-virginia-farmers-at-risk-of-losing-critical/article_f3ce7522-c58e-5982-8302-d51abc7446aa.html?utm_medium=social&utm_source=twitter&utm_campaign=user-share)

Wisconsin

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export

markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Knigge, Krista M - DATCP](#)
To: [Keeley A - DATCP Moll \(Keeley.Moll@wisconsin.gov\)](#)
Cc: [Heinemann, Jack A - DATCP](#); [Jennifer Y - DATCP Lu \(Jennifer.Lu@wisconsin.gov\)](#)
Subject: Foxconn China show Nov 5-11
Date: Friday, September 28, 2018 5:15:00 PM
Attachments: [20180928 Import Fair Proposal.docx](#)

Keeley – per our conversation, I spoke with Eileen and she did not initially have any concerns regarding our further investigating being involved with the Foxconn booth at the China International Import Fair November 5-11. Attached is a brief regarding our proposed involvement.

Krista Knigge
Administrator – Division of Agricultural Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Andre, Ashley K - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: From the NASDA Member Update
Date: Wednesday, April 11, 2018 2:39:09 PM
Attachments: [Section 232 Steel and Aluminum Tariffs 03232018.pdf](#)
[Section 301 Tariffs 03232018.pdf](#)

I think this paragraph and the linked fact sheets (attached) will be helpful:

China responded against U.S. tariffs this week by enacting and then proposing retaliatory tariffs. On April 2, in response to U.S. steel and aluminum tariffs (Section 232) the Chinese [enacted](#) increased tariffs of 15% against a variety of U.S. specialty crops and value-added products while also increasing tariffs by 25% on U.S. pork and pork products. Then on Wednesday, following USTR's proposed \$50 billion in tariffs on Chinese goods (Section 301), the Chinese [proposed](#) increasing tariffs by 25% on a wide range of U.S. agricultural products, including soybeans. It's important to note that the "Monday Tariffs" are in effect but the "Wednesday Tariffs" have just been proposed. **A more in-depth summary and analysis of the tariff situation can be found [here](#), as can previous NASDA fact sheets on [Section 232](#) and [Section 301](#).**

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Heinemann, Jack A - DATCP](#)
To: [Gandara, Enrique R - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Rao, Ashwini P - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: FW: 2018 Farm Bill & Tariff Summary Update
Date: Monday, July 2, 2018 5:09:43 PM
Attachments: [NASDA Analysis of U.S. Tariffs and Foreign Retaliatory Tariffs.pdf](#)

Fyi
Jack

From: Girard, Alexander C - DATCP
Sent: Monday, July 2, 2018 11:31 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: 2018 Farm Bill & Tariff Summary Update



U.S. Senate - Agriculture Improvement Act of 2018

On Thursday, June 28th, the U.S. Senate passed their version of the 2018 Farm Bill on a 86-11 vote. The Senate passed a version of the five-year bill with overwhelming bi-partisan support.

The \$867 billion bill funds farm programs, food stamps, trade issues, crop insurance, and payments to farmers when commodity prices or revenues drop below set levels and more.

However, the bill faces challenges when lawmakers meet later this summer to reconcile gaping differences between the House and Senate bills.

The House version of the legislation, passed narrowly two weeks ago (June 21st) with no Democratic support (213-211), and imposes strict new work requirements on able-bodied adults seeking food stamps. The Senate version, which needed Democratic votes to pass, does not include major changes to food stamps (SNAP program). The Senate offered a warning shot to the House, tabling an amendment Thursday afternoon that would have tightened work requirements under the SNAP program, in a lopsided vote 68-30, showing resistance to similar language in the House bill. Meanwhile, House Republicans find it difficult to pass a final bill through the House without SNAP reforms.

Congress has until Sept. 30 to get the bill to Trump before the current law expires.

NASDA Analysis of Tariffs

Please see attached for a document outlining NASDA's analysis on the current tariff situation.

Link to U.S. House Committee on Agriculture - Farm Bill Overview

<https://agriculture.house.gov/farmbill/>

Link to U.S. Senate Committee on Agriculture, Nutrition, & Forestry - Farm Bill Overview

<https://www.agriculture.senate.gov/>

From: [Rao, Ashwini P - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: FW: 2018-13 (Wisconsin Department of Agriculture) Agreement Approval
Date: Tuesday, July 17, 2018 3:40:49 PM
Attachments: [EMP Signature card.pdf](#)
[FOREIGN AGRICULTURAL SERVICE CIVIL RIGHTS.PDF](#)
[2018 13 Wisconsin Dept of Ag Ginseng India.pdf](#)
Importance: High

FYI – we have formal approval on our Emerging Markets award.

Ashwini

From: Joshua, Kendi - FAS <Kendi.Joshua@fas.usda.gov>
Sent: Tuesday, July 17, 2018 2:18 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Cc: Powell, Lona - FAS <Lona.Powell@fas.usda.gov>; Miller, Robert - FAS <Robert.Miller@fas.usda.gov>
Subject: EMP: 2018-13 (Wisconsin Department of Agriculture) Agreement Approval
Importance: High

Dear EMP Applicant:

We are pleased to inform you that your Emerging Markets Program (EMP) proposal has been approved for funding in FY 2018. Attached is a copy of the agreement for your approved project. Please review and print the 1.) EMP agreement 2.) the Civil Rights Checklist; and 3.) the EMP Signature Card and have them signed by the Chief Executive Officer of the organization or a designee authorized for that purpose and return a **PDF copy** to **Kendi.Joshua@fas.usda.gov** by **Friday, July 27, 2018**.

We will return a pdf copy of the agreement to you, once the Deputy Administrator, Office of Trade Programs, signs it. The Agreement will be effective as of the date that it is signed by the Deputy Administrator.

We look forward to receiving reports on your progress as required.

Please contact Robert Miller at (202) 720-0581 if you have any questions.

Thank you for your interest in the Emerging Markets Program.

This electronic message contains information generated by the USDA solely for the intended recipients. Any unauthorized interception of this message or the use or disclosure of the information it contains may violate the law and subject the violator to civil or criminal penalties. If you believe you have received this message in error, please notify the sender and delete the email immediately.

From: [Tammy Vaassen](#)
To: [Knigge, Krista M - DATCP](#)
Cc: [John Freitag](#)
Subject: FW: Ag Trade Promotion Proposal
Date: Tuesday, September 18, 2018 5:24:04 PM
Attachments: [image002.png](#)
[Project Overview 8-6-18 McKendree Ortega Schwehofer.pdf](#)

Krista – it was great to meet you a few weeks ago! I understand that you and John had a follow up conversation today related to the Ag Trade Promotion Program funds that are available, and the potential for DATCP to help support meat exports from our state. We had a discussion with folks from Michigan today to see if there might be any opportunities for our two states to partner on the ATP project as well. We discussed the China research program that is attached, as well as a possible focus on Central America. Wisconsin Beef Council, under John’s leadership, has funded some marketing and training programs in Central America in recent years. One of WBC’s goals in foreign marketing at this time is to help in adding value to Holstein beef (which benefits all beef producers, as well as our dairy farmers.) We expect to have a report soon from the US Meat Export Federation that will summarize our Central America activities from 2017-18, which we will share when it is available.

John mentioned that your team is meeting on Friday to discuss potential projects for the ATP funds. While we don’t have a central idea at this time with our Michigan partners, we (and they) would be happy to help collaborate and move a proposal forward focused on beef. Please keep that in mind if we can add value. We appreciate the consideration and hope that we can team together in the future, if not on this effort, in other potential projects in the future!

Tammy Vaassen
Executive Director
Wisconsin Beef Council
800-728-2333

From: George Quackenbush <GQuackenbush@mibeef.org>
Sent: Tuesday, September 18, 2018 3:33 PM
To: Zmitko, Jamie (MDARD) <zmitkoj@michigan.gov>
Cc: Schwehofer, Jeannine <grobbelj@msu.edu>; McKendree, Melissa <mckend14@msu.edu>; Ortega, David <dortega@anr.msu.edu>; Tammy Vaassen <tvaassen@beeftips.com>; John Freitag <jwf@beeftips.com>
Subject: Ag Trade Promotion Proposal

Jamie,
I hope your trip is going well. I’ve been reaching out to some folks about the ATP program we discussed last week. Copied on this email is Jeannine Schwehofer, Melissa McKendree and David Ortega from Michigan State University and Tammy Vassen and John Freitag from the Wisconsin Beef Council.

Some questions we have about the ATP Program Opportunity:

1. What size of project is the Food Export Association or USDA looking for in these proposals? Is

there a \$ limit or recommended size?

2. What level of detail would you recommend including in the proposal? The form you provided leads us to believe they are only looking for a few paragraphs under each question. Are we interpreting that correctly or do we need to go into a great level of detail?
3. Should multi-state projects each be submitted through their respective Departments of Ag, or should we collectively submit through MDARD?

For your reference, I've attached a Chinese Market Access project overview Drs. McKendree, Ortega and Schwehofer submitted to the USDA Ag and Food Research Initiative. Additionally, in the last few years the Wisconsin Beef Council has funded some market development work in Central America through U.S. Meat Export Federation. Collectively, we are trying to determine if the ATP opportunity would be a good way to enhance MSU's proposed work in China and/or do something similar in Central America.

Thanks in advance for your guidance.

George Quackenbush

Executive Director

Michigan Beef Industry Commission

2145 University Park Drive, #300

Okemos, MI 48864

Ph: 517-347-0911



Check out our new website! www.MIBeef.org

From: [Gherke, Jason R - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: FW: ATP Grant Application
Date: Tuesday, October 30, 2018 5:25:31 PM
Attachments: [USDA ATP Application chief.legal.docx](#)

Jason Gherke
Finance Director-Bureau of Finance/Division of Management Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-4748
Jason.Gherke@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Dedinsky, Paul - DATCP
Sent: Tuesday, October 30, 2018 3:59 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>; Gherke, Jason R - DATCP <Jason.Gherke@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Shaw, Megan M - DATCP <Megan.Shaw@wisconsin.gov>
Subject: RE: ATP Grant Application

Another adjustment or two...

Paul C. Dedinsky, J.D., Ph.D.
Chief Legal Counsel
Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53708
office: (608)224-5022
cell: (262)271-1188
paul.dedinsky@wisconsin.gov

From: Dedinsky, Paul - DATCP
Sent: Tuesday, October 30, 2018 3:39 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>; Gherke, Jason R - DATCP <Jason.Gherke@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Shaw, Megan M - DATCP <Megan.Shaw@wisconsin.gov>
Subject: RE: ATP Grant Application

Hello Ashwini, Jack, Jason, Megan, and Alex:

I completed my review, made adjustments, and attached the document.

Thank you, Ashwini, for all your efforts.

Best, Paul

Paul C. Dedinsky, J.D., Ph.D.
Chief Legal Counsel
Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53708
office: (608)224-5022
cell: (262)271-1188
paul.dedinsky@wisconsin.gov

From: Rao, Ashwini P - DATCP

Sent: Tuesday, October 30, 2018 12:08 PM

To: Gherke, Jason R - DATCP <Jason.Gherke@wisconsin.gov>; Dedinsky, Paul - DATCP <Paul.Dedinsky@wisconsin.gov>

Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Shaw, Megan M - DATCP <Megan.Shaw@wisconsin.gov>

Subject: ATP Grant Application

Hello,

Attached is the ATP grant application. Due to time constraints and availability of personnel, I'm emailing the application as opposed to routing it through. Please review and send me your approvals so I can then forward the application to Keeley.

Please note that there are numerous attachments (in pdf) that cannot be combined. All these attachments have to be uploaded to the electronic system at the time of submission.

Regards
Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5119

Cell Phone: 608-224-9932

Ashwini.rao@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Girard, Alexander C - DATCP](#)
To: [Rao, Ashwini P - DATCP](#)
Subject: FW: ATP grant proposal
Date: Thursday, November 1, 2018 4:43:00 PM
Attachments: [USDA ATP Application revised 10 30 \(002\) AG Edits Incorporated.docx](#)

Ashwini,

Please see attached for the **revised** and approved application document for submittal.

Keeley is reviewing the remainder of the other documents and will have the signed paper copies available shortly.

Thanks,
Alexander

From: Rao, Ashwini P - DATCP
Sent: Thursday, November 1, 2018 12:27 PM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>; Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: RE: ATP grant proposal

See attached for revised proposal and supporting documentation. I incorporated most of the edits suggested yesterday except for charts/graphs. Those don't show up properly in the online system that we are using to submit this proposal.

Ashwini

From: Moll, Keeley A - DATCP
Sent: Wednesday, October 31, 2018 9:43 AM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: RE: ATP grant proposal

I will hold off on approval until the docs are final. Also, I would be surprised if these didn't require a handwritten signature scanned into a pdf? I have to sign similar forms for ARM and DFRS and they require a handwritten signature.

Keeley Moll

Deputy Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5035
Keeley.Moll@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Rao, Ashwini P - DATCP
Sent: Tuesday, October 30, 2018 4:52 PM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: ATP grant proposal

Hi Keeley,

As I mentioned, see attached for the proposal and the numerous attachments that go along with it. It has been approved by both legal and finance.

Your prompt response would be greatly appreciated as we would like to submit this Nov 1.

Regards,
Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5119
Cell Phone: 608-224-9932
Ashwini.rao@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Cosh, William - DATCP](#)
To: [Walz, Sheri A - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: FW: China TRade
Date: Monday, October 22, 2018 1:09:09 PM

This one goes back to 2012.

Jen Pino-Gallagher is a former employee who use to lead up the trade team. We may also want to search her emails.

Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Dick, James F - DATCP
Sent: Monday, September 17, 2012 2:42 PM
To: Pino-Gallagher, Jen S - DATCP
Subject: China TRade

Jen,

Something only to think about at this point. I don't think we'll get any calls on this although I know of one reporter who does make these kind of connections. He may be asking how ag exports might be affected.

Not sure if you've followed this but the US is getting into a trade skirmish (I won't call it a war yet) with China. It's mainly over cars and manufactured car parts but both sides have filed complaints with WTO. US is upset with Chinese government subsidies of its auto parts manufacturers and just today filed a complaint. China filed complaints against US tariffs on Chinese products.

Probably nothing to be concerned about yet as far as commodities go but could this escalate in ag related manufacturing? The BoMatic's of the world.

As I said, probably won't get any calls but it may be good to have some response in mind.

Jim Dick

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

(office) 608-224-5020

(cell) 608-513-8950

jim.dick@wi.gov



From: [Heinemann, Jack A - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: FW: Chinese Tarrifs
Date: Wednesday, April 11, 2018 2:57:50 PM

Fyi
Jack

From: Heinemann, Jack A - DATCP
Sent: Friday, April 6, 2018 9:08 AM
To: Karen Gefvert <kgefvert@wbf.com>
Subject: Fwd: Chinese Tarrifs

FYI

Sent from my iPhone

Begin forwarded message:

From: Jack Heinemann <jheinemann@newnorthventurellc.com>
Date: April 6, 2018 at 5:17:35 AM CDT
To: "jack.heinemann@wisconsin.gov" <jack.heinemann@wisconsin.gov>
Subject: Chinese TArrifs

<https://www.wpr.org/wisconsin-growers-producers-weigh-impact-chinese-tariffs>
<http://www.wbur.org/hereandnow/2018/04/03/china-tariffs-ginseng-wisconsin>
<https://www.npr.org/2018/03/31/599397448/impact-of-chinas-new-tariffs-could-be-huge-on-u-s-soybean-farmers>

<https://www.cnbc.com/2018/04/02/china-tariff-hit-for-us-agriculture-could-be-big-gain-for-australia.html>

http://host.madison.com/business/u-s--china-tariff-tussle-to-hit-farm-states/article_82a5e126-0bf3-545b-990f-c2cae43c264f.html

<https://www.politico.com/story/2018/04/04/trump-china-tariffs-farmers-agriculture-461373>

Jack Heinemann

jheinemann@newnorthventurellc.com
(920) 527-1950

From: Harsdorf, Sheila E - DATCP
To: Girard, Alexander C - DATCP
Subject: FW: Closer look: No time to panic over Chinese soybean tariffs
Date: Wednesday, April 11, 2018 3:57:06 PM

Sheila Harsdorf, Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison WI 53718
SheilaE.Harsdorf@wisconsin.gov
(608) 224-5015

-----Original Message-----

From: Gary H. Baise [mailto:gbaise@ofwlaw.com]

Sent: Friday, April 6, 2018 11:49 AM

To: 'agkawa@me.com'; al@montanafarms.com; Alan Cobb <Alan.Cobb@sbglobal.net>; Alan Kemper <Alan@kemperfarms.com>; Allen R. Rider (riderac@aol.com) <riderac@aol.com>; 'annette@annettesweeney.com'; 'beaumcoyne@gmail.com'; Ben Brancel <brancelangus@gmail.com>; Beth Breeding (Goodlatte) <Beth.Breeding@mail.house.gov>; 'betsydarymple@yahoo.com'; Bill Flory (bill@floryfarms.com) <bill@floryfarms.com>; Bill Northey <farmersecy@gmail.com>; Bill Schuette <rustyhills@gmail.com>; 'bmunzlin@marktwain.net'; Bob Gray <BGray15452@aol.com>; 'brastetter@summitag.com'; 'brent@jcmelons.com'; Brian Folkerts <brianfolkerts79@gmail.com>; 'brian.klippenstein@hotmail.com'; 'brittany@herbsterangus.com'; 'carlbiersack@gmail.com'; Carol Keiser <carolkeiser@msn.com>; 'Casey.Murdock@okhouse.gov'; 'cconner@ncfc.org'; Chad Tenpenny (cdtenpenny@gmail.com) <cdtenpenny@gmail.com>; 'checkers@netins.net'; Chris Chinn <chinnhog@centurytel.net>; 'cindy@cindyhydesmith.com'; 'ck_tata@bellsouth.net'; ekrusefarms@yahoo.com; 'cml@lucasoil.com'; Dale Reicks <dreichs@reicksview.com>; Dan Lauwers <DanLauwers@house.mi.gov>; 'dave_heineman@hotmail.com'; 'debbie@redsteagall.com'; Diane Cullo (diane.cullo@gmail.com) <diane.cullo@gmail.com>; 'don@sfsv.net'; Doug Goehring <doug@bektel.com>; doug.keesling@keesling-farms.com; 'drstrain@daf.state.la.us'; 'dspears@mkcoop.com'; Edwin Camp <edwin@dmccamp.com>; EV4wine@gmail.com; 'Farmerdon72@live.com'; 'flubstem@aol.com'; 'foghsong@astoriai.net'; Fred Yoder <fredyoder4510@gmail.com>; Gale A. Buchanan (gale.buchanan@gmail.com) <gale.buchanan@gmail.com>; Gary Black <Ugafarmer80@gmail.com>; Gary H. Baise <gbaise@ofwlaw.com>; Gene DeRossett <Gene@crecreators.com>; George S. Dunlop - Century Communications, Inc. (gsdunlop2@gmail.com) <gsdunlop2@gmail.com>; 'global@rainbowtel.net'; 'gniemyerfarms@juno.com'; 'goodale@email.unc.edu'; Greg Ibach <gtibach@frontier.net>; 'Hans.Hunt@wyoleg.gov'; Harold Cooper (hcooper@premierag.com) <hcooper@premierag.com>; 'james.s.gilmore@gmail.com'; Janne Myrdal <jmyrdal@nd.gov>; JD Alexander <jdrfarms@conpoint.com>; Jim Moseley <jmose74@gmail.com>; 'jimlreese@gmail.com'; 'jkautz@kautzfarms.com'; Joel Leftwich <joel.leftwich@gmail.com>; John Block <jblock@ofwlaw.com>; 'johnwilkinson@yahoo.com'; 'jpwoodley@advantusstrategies.com'; 'jtrotter@bar-g.com'; Kevin Kester <kkester@beef.org>; kevin@azcottongrowers.com; Kimberly Reed (reedkimberlyann@gmail.com) <reedkimberlyann@gmail.com>; 'kiptom@tomfarms.com'; Leland Strom <leland.strom@gmail.com>; 'lesliecruledge@gmail.com'; 'lrhoden@gwtc.net'; Manuel Cunha <MCunha@niseifarmersleague.com>; 'marcus_rust@roseacre.com'; 'margarethugh1@gmail.com'; 'markwillian@aol.com'; Martha Roberts <mroberts811@msn.com>; 'maryfallin@sbglobal.net'; 'mbrandenburg@nd.gov'; 'mgpg.1966@att.net'; Michael J. Marshall <mmarshall@ofwlaw.com>; 'michaeljmccloskey@mac.com'; 'milvet77@gmail.com'; Patrick Morrissy <morriseyp@yahoo.com>; pnelson@csky.net; Pete Ricketts <lori@petericketts.com>; Peter Fitzgerald <Pfitzgerald@chainbridgebank.com>; R Bronson <rbronson@aol.com>; 'radoock@croplifeamerica.org'; Ray Gaesser <Gaesserfarms@gmail.com>; 'red@redsteagall.com'; 'repsidmiller@gmail.com'; Richard Chalkey <richardchalkey@gmail.com>; Richard Pombo <rpombo@gavelresources.com>; Rick Johnson (rick@dodakjohnson.com) <rick@dodakjohnson.com>; 'robert9596@gmail.com'; Ron Prestage <Ronp.dvm@gmail.com>; Russell Laird <rwlaird@yahoo.com>; 'ryanquarles@aol.com'; Sam Clovis <sam@samclovis.com>; 'sdfarm@fairpoint.net'; Sen. George Allen (gfa717@gmail.com) <gfa717@gmail.com>; Harsdorf, Sheila E - DATCP <SheilaE.Harsdorf@wisconsin.gov>; 'shobson@summitag.com'; Stanley H. Ryan - Darigold, Inc (stanley.h.ryan@icloud.com) <stanley.h.ryan@icloud.com>; Stephanie Groen <stephaniegroen@gmail.com>; Steve Ewing <twewing@yahoo.com>; Steve Hageman <Steve.Hageman@hagemangroup.com>; Steve Nelson <sdnelson@nefb.org>; susan@susancombs.com; 'talwashburn@gmail.com'; 'tdorr@dorrassocciates.com'; Terry Vandoren (terry_vandoren@msn.com) <terry_vandoren@msn.com>; Thayne Larson <thaynearlson@gmail.com>; 'tmackag@gmail.com'; tmwanzek@nd.gov; 'tnassif@wga.com'; Tom Willis <tom.willis@conestogaenergy.com>; 'Trent Loos' <trentloos@gmail.com>; 'Ugafarmer80@gmail.com'; Wayne Stenehjem <wstenehjem@nd.gov>; 'wellmanfarms@sblclweb.com'; 'wendyb@alexventures.com'; wjr1066@aol.com; Yvettemekown@gmail.com
Cc: gfdoud@gmail.com
Subject: Closer look: No time to panic over Chinese soybean tariffs

http://secure-web.cisco.com/1gv80qrGSZ5Piyf6fsNof1V7TyOreGJ4bith5Do4fpOBby6872sl8oYU5p_G5ekXHSvmQ8CS7UdNoSMUZZuNwG9N3XofNc2Otd6RDARF6dDpJ6T_WWTxROunV1eCIncewRtsbTLNrlU8YYy-tp7om_7U8remDot06w1U11F0Pv2alihOmM32YJWObdYH1AHBJYwln4n6oP-egU2hRmrcfJ43Y6TW2XbATuzijzQPA4VgFwISuKseZe4KmgKwzm8FLNw3zc-RhUamu2qoB-3Zka6MO9Xhd1pLgTZqZmk/http%3A%2F%2Fwww.farmfutures.com%2Fmarket-news%2Fcloser-look-no-time-panic-over-chinese-soybean-tariffs

All:

A measured story regarding the soybean trade.

Gary

From: [Hummell, Richard P - DATCP](#)
To: [Lu, Jennifer Y - DATCP](#)
Subject: FW: CNBC
Date: Friday, July 20, 2018 12:21:00 PM

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Friday, July 20, 2018 11:05 AM
To: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: FW: CNBC

Rick,

Would you be able to handle this one?

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Larocco, Lori Ann (NBCUniversal) <LoriAnn.Larocco@nbcuni.com>
Sent: Friday, July 20, 2018 10:29 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: CNBC

My name is Lori Ann and I coordinate news coverage and interviews for all shows on the network. I am looking to get export numbers on Ginseng. How much did Wisconsin export last year and what was the value?

Also- have we heard of any orders of Wisconsin agriculture products being canceled by China? I am asking because we are covering all the different industries being hit by the tariffs.

Please let me know. I am under deadline today so would appreciate an answer by 2pmET.

Thanks, I look forward to hearing from you.

Best,

Lori Ann

Lori Ann LaRocco

Sr. Editor of Guests, CNBC Business News, Breaking News/Booking

Author, “Opportunity Knocking”, “Dynasties of the Sea” Series, “Thriving in the New Economy”

Phone: 201-735-3044 | Cell: 201-618-1566 | [@loriannlarocco](#)



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CNBC is the recognized world leader in business news and provides real-time financial market coverage and business information to more than 800 million homes worldwide, including more than 100 million households in the United States and Canada. Through its vast portfolio of digital products, CNBC delivers real-time financial market news and information across a variety of platforms including [CNBC.com](#), [CNBCPro](#) & [CNBC mobile](#) products. CNBC is also available nationwide on Sirius XM channel 112.

From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#); [Duwe, Leeann M - DATCP](#)
Subject: FW: COSDA: Pet Food and Tariffs
Date: Wednesday, April 4, 2018 11:22:08 AM

From: Amanda Culp [mailto:Amanda@nasda.org]

Sent: Wednesday, April 4, 2018 10:15 AM

To: Hector Castro (hcastro@agr.wa.gov)

Subject: COSDA: Pet Food and Tariffs

COSDA Members,

We will be hosting a conference call this Friday, April 6 at 2 PM ET to discuss strategy and share resources on the Chinese tariffs on agricultural goods in response to U.S. steel and aluminum tariffs. We will also be discussing strategy around response to film documentary inquiries. Christi Lightcap from Colorado will share her experience in this area and others are welcome to share as well.

Dial-In Number: +1 (267) 930-4000

Participant Access: 833 225 269

To join the conference on your iOS Device, click this link: <http://rcconf.net/2qtgiXB>

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org


From: [Rao, Ashwini P - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Courtesy Copy: Venezuela's changes to import requirements; upcoming events and more!
Date: Wednesday, November 30, 2016 3:24:03 PM

FYI --

From: WI Department of Agriculture, Trade and Consumer Protection [mailto:datcp@service.govdelivery.com]
Sent: Wednesday, November 30, 2016 2:23 PM
To: madison.niemann@wisconsin.gov; zoey.brooks@wisconsin.gov; Andre, Ashley K - DATCP; Rao, Ashwini P - DATCP
Subject: Courtesy Copy: Venezuela's changes to import requirements; upcoming events and more!
This is a courtesy copy of an email bulletin sent by Ashwini Rao.

This bulletin was sent to the following groups of people:

Subscribers of CIGAL 2016, Canada Pork Buyers, China International Dairy Show_2, Chinese buyers mission 2014, Consumer Alerts in Spanish, Eau Claire Exporter Forum, Export Statistics, Exportech, Focused Trade Mission to Korea, Focused Trade Mission to Mexico, Focused Trade mission to Colombia, Costa Rica, & Guatemala, Food Ingredient Bakery Mission to Korea, Food Ingredients Buyers Mission to IFT, Genetics Companies, International Market Reports, International Marketing Mailer, International Trade Team Monthly Newsletter, Livestock and Genetics seminars, Mexican Border Crossing, Midwest Buyers Mission, Moroccan Dairy Lead, Non-feed Ingredient Buyers Mission, PLMA 2015 recruitment, USDA Trade Committees, USDEC Alert- FDA updating CNCA list, Vietnam Wood, WDE Feed Ingredients Buyers Mission, or WI International Trade Team Export Assistance, (5832 recipients)

<p>Wisconsin Department of Agriculture, Trade and Consumer Protection</p>  <p>1 (800) 462-5237 international@wisconsin.gov datcp.wisconsin.gov</p>	
<p>November 2016</p>	
<p>In this Issue</p> <ul style="list-style-type: none">Trade ConsultantsVenezuela: Temporary Zero Tariffs for Agricultural Products and Live AnimalsUpcoming Events	<p>Venezuela: Temporary Zero Tariffs for Agricultural Products and Live Animals</p> <p>The Government of the Bolivarian Republic of Venezuela (GBRV) temporarily (one year) eliminated import tariffs and value added taxes for scarce agricultural products, raw materials and live animals. Learn more about this here.</p>
<p>Trade Consultants</p> <p>Enrique Gandara Animal Feed, Livestock & Genetics Latin America & Russia (608) 224-5113 enrique.gandara@wisconsin.gov</p> <p>Jennifer Lu Wood products, Animal Feed, Livestock & Genetics China & Asia (608) 224-5102 jennifer.lu@wisconsin.gov</p> <p>Ashwini Rao Processed Foods India, Latin America & European Union (608) 224-5119 ashwini.rao@wisconsin.gov</p>	<p>Upcoming Events</p> <p>2017 Global Economic Forecast: Where Will the Growth Be? January 10, 2017/ Fluno Center, Madison, WI Time: 10:30am - 2:00pm Cost: \$45</p> <p>Since 2008, financial crises, political upheavals and global trade imbalances have rocked financial markets and economies. On-going issues – from the Brexit vote to leave EU to the “Great Fall of China” in August 2016 to a new prospects for the US economy under new leadership have unsettled markets and left business and investors nervous.</p> <p>We know what lies behind – but what lies ahead?</p> <p>Join MITA at their annual Economic Forecast event to look into the future of the global economy.</p>

Lisa Stout
Processed Foods
Asia & Canada
(608) 224-5126
lisa.stout@wisconsin.gov

Jen Pino-Gallagher
Bureau Director, Agricultural Market
Development
(608) 224-5125
jen.pinogallagher@wisconsin.gov

[Click here](#) to learn more about our services.



[Buyers Mission at Global Pet Food Expo](#)

March 21, 2017 / Orlando, Florida
Early Registration Deadline: January 17, 2017 - \$150

Contact: Ashwini Rao (ashwini.rao@wi.gov) / 608-224-5119)

Food Export will be conducting a Pet Food Buyers Mission in conjunction with the 2017 [Global Pet Expo](#). The 2016 show reported record-breaking numbers with nearly 15,500 visitors in attendance. Pet populations continue to grow around the world and particularly in developing countries. Global retail pet food sales are expected to reach another record in 2017 as the trend away from table scraps continues in developing markets while consumers in more advanced markets shift to specialty and health-centered pet foods. This is the perfect low-cost opportunity to meet qualified buyers from around the world in one place!

[VIV Asia](#)

March 15-17, 2017 / Bangkok, Thailand

Contact: Jennifer Lu (Jennifer.lu@wi.gov) / 608-224-5102)

Wisconsin Department of Agriculture, Trade and Consumer Protection will lead Wisconsin businesses to Bangkok, Thailand to exhibit at the VIV Asia Tradeshow. VIV Asia is the largest international platform for Southeast Asia's booming animal protein production and processing industry. Held every two years in Bangkok, VIV Asia has propelled itself to become the most important gateway to Asia's emerging markets for professionals throughout Asia involved in producing and processing animal proteins. Wisconsin's livestock and animal genetics companies, feed companies, farm supply companies, agricultural equipment companies, livestock service companies and agricultural associations are encouraged to participate and exhibit at the Wisconsin booth during VIV Asia.

[Food Show Plus! at SIAL Canada](#)

May 2-4, 2017 / Toronto, Canada
Early Registration Deadline for FSP!: January 9, 2017 - \$225

Contact: Ashwini Rao (ashwini.rao@wi.gov) / 608-224-5119)

Opportunities Abound in Canada. [Save \\$600 on your USA Pavilion booth rental](#) at SIAL Canada if you register by November 4, 2016! And don't forget to sign up for [Food Show Plus! Services](#) being offered by Food Export Association of the Midwest.

SIAL Canada 2017, is the ONLY food show in Canada dedicated to both the retail AND foodservice trade. Canada is the ideal market to target U.S. food and agricultural exports with its close proximity, common language and similar culture. Covering every aspect of the Canadian food & beverage industry, SIAL Canada provides the perfect platform for US exporters to meet with key Canadian buyers.

[China International Dairy Expo and Summit](#)

May 11-13, 2017 / Harbin, China

Contact: Jennifer Lu (Jennifer.lu@wi.gov) / 608-224-5102)

China International Dairy Expo and Summit is an annual dairy industry event focused on the entire supply chain of dairy production, from breeding and farm management to dairy processing and packaging. It is the most influential dairy producing and processing activity in China, attracting international and domestic industry players from across the entire dairy supply chain. Wisconsin dairy genetic companies, animal health and nutrition companies, feed companies, feeding system and feed processing companies, manure waste treatment companies, dairy farm management companies, dairy product processing companies, dairy education and training providers are encouraged to exhibit within the Wisconsin Pavilion.



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From: [Rusch, Paige N - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: FW: DAD accomplishments 2011-now (003)
Date: Wednesday, August 1, 2018 12:23:21 PM
Attachments: [DAD accomplishments 2011-now \(003\).docx](#)

Hi Krista,

I was searching for an old email for Norm and came across this. I thought this may be beneficial if you haven't seen it already.

Thanks,

Paige Rusch

(608)224-5103

Paige.Rusch@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Smith, Daniel G - DATCP
Sent: Tuesday, September 5, 2017 9:26 AM
To: Rusch, Paige N - DATCP <Paige.Rusch@wisconsin.gov>; Speck, Juli R - DATCP <Juli.Speck@wisconsin.gov>
Subject: FW: DAD accomplishments 2011-now (003)

Please save for future reference. This is the long version sent last week per Governor's request.

Dan

From: Smith, Daniel G - DATCP
Sent: Thursday, August 31, 2017 3:10 PM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: DAD accomplishments 2011-now (003)

From: [Monsen, Norm E - DATCP](#)
To: [Harsdorf, Sheila E - DATCP](#); [Stamm, Christine A - DATCP](#); [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Stout, Lisa S - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#); [Federman, Lois A - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#); [Hubbell, Audra E - WASS](#)
Subject: FW: dairy exports
Date: Monday, July 30, 2018 3:25:48 PM
Attachments: [image001.png](#)
[Wisconsin fact sheet \(1\).pdf](#)

This came in from the CDR. Excellent info regarding current dairy exports.....WI

From: JOHN A LUCEY <jaluacey@wisc.edu>
Sent: Friday, July 27, 2018 3:33 PM
To: DEBRA A BOYKE <dwbayke@cdr.wisc.edu>; Adam Brock <abrock@wisconsinmilk.org>; Patrick Geoghegan <pgeoghegan@wmmb.org>; Vic Grassman <vgrassman@cdr.wisc.edu>; Monsen, Norm E - DATCP <Norm.Monsen@wisconsin.gov>
Cc: DEAN A SOMMER <dsommer@wisc.edu>; JOHN JAEGGI <jaeggi@cdr.wisc.edu>; Rani Govindasamy Lucey <rani@cdr.wisc.edu>; MARK E JOHNSON <jumbo@cdr.wisc.edu>
Subject: dairy exports

FYI

Saw this interesting article/infographics of dairy exports, also attached the WI numbers.

John

<https://medium.com/dairy-exports-mean-jobs/u-s-dairy-exports-by-the-numbers-523f3093e6d>

Dr John A Lucey
Director of CDR and Professor of Food Science
E: jluacey@cdr.wisc.edu
T: (608) 265-1195 Fax (608) 262-1578
Cell: (608) 509-2399



Center for Dairy Research
University of Wisconsin-Madison
1605 Linden Drive, Madison, WI 53706-1565
www.cdr.wisc.edu

<http://www.dairyfoods.com/authors/1889-john-lucey/articles>

From: [Cosh, William - DATCP](#)
To: [Walz, Sheri A - DATCP](#)
Subject: FW: DATCP Media Contacts - April 19, 2018
Date: Monday, October 22, 2018 1:07:30 PM
Attachments: [image001.png](#)

An example of the type of media requests we received on the topic.

Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Markor, Kelly A - DATCP

Sent: Thursday, April 19, 2018 4:28 PM

To: Albracht, Jerad - DATCP <Jerad.Albracht@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>; Brown, Sean M - DATCP <SeanM.Brown@wisconsin.gov>; Carlson, Michael M - DATCP <Michael.Carlson@wisconsin.gov>; Cochart, Lacey L - DATCP <Lacey.Cochart@wisconsin.gov>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Dedinsky, Paul - DATCP <Paul.Dedinsky@wisconsin.gov>; Duwe, Leeann M - DATCP <LeeannM.Duwe@wisconsin.gov>; Evenson, Tom - GOV <Tom.Evenson@wisconsin.gov>; Gilson, Donna J - DATCP <Donna.Gilson@wisconsin.gov>; Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>; Grinder, Jennifer - DOA <Jennifer.Grinder@wisconsin.gov>; Harsdorf, Sheila E - DATCP <SheilaE.Harsdorf@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>; Ingham, Steve C - DATCP <Steve.Ingham@wisconsin.gov>; Jablonski, Jack - GOV <Jack.Jablonski@wisconsin.gov>; Ripp, Keith - DATCP <Keith2.Ripp@wisconsin.gov>; Krebs, Samuel - GOV <Samuel.Krebs@wisconsin.gov>; Larson, Jane H - DATCP <Jane.Larson@wisconsin.gov>; Markor, Kelly A - DATCP <Kelly.Markor@wisconsin.gov>; McGraw, Paul J - DATCP <Paul.McGraw@wisconsin.gov>; McPherson, Jeremy S - DATCP <Jeremy.McPherson@wisconsin.gov>; Michels, Steven - DOA <Steven.Michels@wisconsin.gov>; Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>; Petty, John F - DATCP <John.Petty@wisconsin.gov>; Reinen, Michelle J - DATCP <Michelle.Reinen@wisconsin.gov>; Roskam, Kyle - GOV <Kyle.Roskam@wisconsin.gov>; Smith, Daniel G - DATCP <DanielG.Smith@wisconsin.gov>; Smithback, Kelly A - DATCP <Kelly.Smithback@wisconsin.gov>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>

Subject: DATCP Media Contacts - April 19, 2018

April 18, 2018

Paul Gores of Milwaukee Journal Sentinel

Jerad Albracht handled

Paul asked about gift card usage during the Bon-Ton liquidation sale and about who consumers should contact if they have problems during the sale. Jerad suggested that consumers use gift cards as soon as possible and added that shoppers facing consumer issues (such as possible misrepresentations) could file complaints with DATCP and we would look into the situation.

April 19, 2018

Chuin-Wei Yap. Reporter, Wall Street Journal.

Ginseng.

Bill Cosh handled.

Chuin-Wei wanted to know:

1/ What effects is this tariff likely to have on Marathon and surrounding areas that have built their community around the ginseng trade and its globalization? Do you see economic conditions there likely deteriorating as a result, and what might be done to ease the impact?

2/ How are you guys planning to respond to the Chinese tariffs?

We referred Mr. Yap to the Ginseng Board of Wisconsin, the Ginseng & Herb Co-op and Marathon Ginseng. As with DATCP's help to the ginseng industry on this matter, DATCP is working with USDA trade office in China to find a solution.

Kathy Keene of WHBY

Michelle Reinen handled/Jerad Albracht submitted

Michelle joined Kathy for an hour-long call-in show where they discussed a range of consumer protection issues including Medicare cards and the top FTC fraud list for 2017.

Ashley Sears of Fox 6

Jerad Albracht handled

Ashley asked about gift card and private label credit card usage as relates to the Bon-Ton liquidation sales. Jerad advised consumers to use gift cards as quickly as possible and noted that consumers who face possible misrepresentations or pricing issues during the sale can file complaints with DATCP and we will look into the situation.

Chris Rickert of Wisconsin State Journal

Jerad Albracht handled

Chris asked about the status of a complaint against Sam's Club: a WSJ reader was looking for a refund of her annual Sam's Club fee following the closure of the Madison store. Jerad noted that the complaint was received last week and was under mediation.

Kelly Markor

Executive Staff Assistant – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5033

Fax: (608) 224-5034

Kelly.Markor@Wisconsin.gov

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From: [Stamm, Christine A - DATCP](#)
To: [Ashley K Andre \(Ashley.Andre@wisconsin.gov\)](#)
Subject: FW: FFT Event Tomorrow
Date: Tuesday, May 29, 2018 5:20:00 PM
Attachments: [FFT Events Talking Points 05292018.docx](#)

From: Nathan Bowen <Nathan@nasda.org>
Sent: Tuesday, May 29, 2018 4:21 PM
To: Harsdorf, Sheila E - DATCP <SheilaE.Harsdorf@wisconsin.gov>
Cc: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Alex Noffsinger <alex@nasda.org>
Subject: FFT Event Tomorrow

Secretary Harsdorf,

In advance of the FFT event tomorrow, I wanted to share a few points we have put together on trade (including NAFTA, the need for new markets, and China/Tariffs) that may be helpful to you. Please let me know if there's anything else we can do to help out on this. Also, we loved your column on trade this morning. Very nicely done!

Regards,

Nathan Bowen

Executive Director, Public Policy

National Association of State Departments of Agriculture

4350 North Fairfax Drive, Suite 910

Arlington, VA 22203

(202) 296-9680 (Main)

(571) 447-5323 (Direct)

From: [Stout, Lisa S - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Rao, Ashwini P - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Gandara, Enrique R - DATCP](#)
Cc: [Cosh, William - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: FW: Focused Trade Mission to China
Date: Tuesday, August 7, 2018 6:00:00 PM

Sharing this with you.

From: Teresa Miller <TMiller@FoodExport.org>
Sent: Monday, August 6, 2018 12:12 PM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Femke Bosch <fbosch@foodexport.org>
Cc: Elizabeth Riggs <ERiggs@FoodExport.org>
Subject: RE: Focused Trade Mission to China

Hi Lisa;

Food Export is not in a position of making specific statements on the current and ongoing trade policies and tariffs. This is an ongoing issue and changing rapidly, USDA has released GAIN reports that provide information on specific tariffs imposed.

We think it's important that suppliers continue to strengthen their current relationships with their clients overseas. U.S. food and agricultural products remain in demand by consumers worldwide. At Food Export-Midwest and Food Export-Northeast, our mission continues to focus on market development and helping U.S. companies find export success through all of our programs and services. We are committed to serve them and help them explore new markets and make the most of your current export markets.

We will continue to monitor the tariff and trade situations and share any information with our suppliers as it is available, in the meantime our programs and services for 2019 are also open for registration.

Below GAIN Report link for china tariffs:

https://gain.fas.usda.gov/Recent%20GAIN%20Publications/China%20Responds%20to%20U.S.%20301%20Announcement%20with%20Revised%20Product%20List%20_Beijing_China%20-%20Peoples%20Republic%20of_6-21-2018.pdf

Thanks,

Teresa R. Miller
Food Export - Midwest
312.334.9208

From: Stout, Lisa S - DATCP [<mailto:Lisa.Stout@wisconsin.gov>]
Sent: Monday, August 6, 2018 8:40 AM
To: Femke Bosch; Teresa Miller
Cc: Elizabeth Riggs
Subject: Fwd: Focused Trade Mission to China

Hi Femke and Teresa,

Do you have information that we can give to the companies regarding US-China trade/tariffs - taking points?

See email from Don Lyle of Herr Foods.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: "Don C. Lyle" <Don.Lyle@herrs.com>
Date: August 6, 2018 at 8:13:03 AM CDT
To: ""Stout, Lisa S - DATCP"" <Lisa.Stout@wisconsin.gov>
Cc: Ruben Rios <ruben.rios@herrs.com>
Subject: RE: Focused Trade Mission to China

Good Morning Lisa

Thank You for the follow up !

Our soon to be distributor in China is having questions about the state of USA - China Trade in the current tariff issues.

Will we cover facts and possible PR talking points ?

Thanks !

From: Stout, Lisa S - DATCP [<mailto:Lisa.Stout@wisconsin.gov>]
Sent: Friday, August 3, 2018 4:45 PM
To: lizhang@amlatglobal.com; li@chinaiaowa.com; eric.guo@chinaiaowa.com; eastwestdevelop@aol.com; qliusa@sbcglobal.net; jeff.kent@foremostfarms.com; Ruben Rios <ruben.rios@herrs.com>; Don C. Lyle <Don.Lyle@herrs.com>; toyin@iyafoods.com; joe@lorannoils.com; john@lorannoils.com; dsmith@michaelscookies.net; cliu@orangecheese.cn; elias@rushdirect.net; jacob.thestonergroup@hotmail.com; thestonergroup@hotmail.com; mascolocheese@gmail.com; jenkuo1008@gmail.com; Molly Burns <mburns@foodexport.org>; Jim Morgan <jim@fairplay-wi.com>; Jerry Haines (jerry@titletowncheese.net) <jerry@titletowncheese.net>
Cc: Femke Bosch <fbosch@foodexport.org>
Subject: Focused Trade Mission to China

Dear China Trade Mission Participants,

I am looking forward to seeing you in Shanghai. I've attached the itinerary and included a few notes.....

- Transportation to the hotel: you can request a car from the hotel or take a cab. Note that the address is in Mandarin on your itinerary. Pick up a hotel card from the concierge when leaving the hotel. The card will have the name and address in Mandarin.
- Currency exchange rate: USD \$10.00 = 68.31 RMB/Yuan. There are currency exchange kiosks at the airport and you can change money at the hotels.
- Average Temperature in Shanghai, Chengdu, Shenzhen – 80s and 90s, high humidity, possible rain.
- Monday, August 13th – You must bring your passport to attend the briefing at the ATO office in the U.S. Consulate. For those of you that are not staying at the JW Marriott, please meet the group in the lobby of the JW Marriott no later than 9:25 a.m. to be transported to the ATO.

Let me know if you have any questions.

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: [Cosh, William - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: FW: Follow Up: Pet Food and Tariffs
Date: Friday, April 6, 2018 3:07:49 PM

From: Amanda Culp [mailto:Amanda@nasda.org]

Sent: Friday, April 6, 2018 2:04 PM

To: Hector Castro (hcastro@agr.wa.gov)

Subject: Follow Up: Pet Food and Tariffs

COSDA Members,

Thank you for your participation on today's call. I have compiled a few of the tariff statements I have received or have seen on Twitter below.

Just a friendly reminder that you can view all of NASDA's press statements [here](#) and follow all of your peers on Twitter [here](#). Don't forget to subscribe nasdanews@nasda.org to your press release distribution list so we can occasionally feature you in NASDA News.

Iowa

<https://www.iowaagriculture.gov/press/2018press/press04052018.asp>

Michigan

(A few talking points pulled from their document)

1. Certainly, we are concerned about the impact these new and proposed tariffs could have on Michigan producers and food companies. Farmers are already feeling the financial stress of low commodity prices, and these tariffs would only destabilize the market further.
2. For example, Michigan is the 12th largest soybean producing state in the nation, with 2.3 million acres of production that yielded more than 104 million bushels. Following China's announcement Wednesday, soybean futures dropped nearly 40 cents per bushel. Nationwide, soybean farmers lost more than \$1.7 billion in crop value during morning trading.

North Carolina

<http://www.wral.com/business/video/17466319/>

<http://abc11.com/chinese-tariffs-could-affect-north-carolina-tobacco-and-pork-producers-/3306094/>

<http://www.cbs17.com/news/north-carolina-news/potential-tobacco-tariffs-terrify-nc-farmers/1103421780>

Oregon

<https://wastatedeptag.blogspot.com/2018/03/washington-agriculture-exports-and-china.html>

Utah

<https://ag.utah.gov/home/news/725-utah-agriculture-and-food-commissioner-s-statement-on-china-s-tariff-increases.html>

<https://ag.utah.gov/home/news/727-additional-possible-tariff-increases-announced-by-china-today-on-u-s-agriculture-products.html>

Virginia

http://www.richmond.com/news/virginia/government-politics/trade-war-puts-virginia-farmers-at-risk-of-losing-critical/article_f3ce7522-c58e-5982-8302-d51abc7446aa.html?utm_medium=social&utm_source=twitter&utm_campaign=user-share

Wisconsin

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Lochner, Michael V - DATCP](#)
To: [Brandel, Tracy L - DATCP](#); [Friar, Frank P - DATCP](#); [Sullivan, Angie C - DATCP](#); [Swenson, Jeffrey A - DATCP](#); [Monsen, Norm E - DATCP](#)
Cc: [Schmitt, Kathy M - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: FW: FYI -- Manitowoc County -- Vogel Family Farms Field Day and Dairy Situation and Outlook Report
Date: Wednesday, August 22, 2018 3:21:16 PM
Attachments: [Vogel Family Farms LLC Field Day.pdf](#)

Bob Cropp's – Dairy update at the end.

From: Scott Gunderson <ScottGunderson@co.manitowoc.wi.us>
Sent: Wednesday, August 22, 2018 10:44 AM
Cc: guynkay@aol.com; Shawn Eckstein <ecksteinag@tm.net>; vogelbrandon80@hotmail.com; staudy@tds.net; jd32003@hotmail.com; Bruce Riesterer <BruceRiesterer@co.manitowoc.wi.us>; Jerry Halverson <JerryHalverson@co.manitowoc.wi.us>; Tony Smith <TonySmith@co.manitowoc.wi.us>; Rataczak, Matt - NRCS, Manitowoc, WI <Matt.Rataczak@wi.usda.gov>; Carl Buchner <buchneragronomy@yahoo.com>; Chad Staudinger <cstaudinger@dairylandseed.com>; Chuck Rabitz <chuckr@denmarkstate.com>; Dan Habermann <dhobbs5@hotmail.com>; Dick Halverson <shal@tds.net>; Gene Radder <radder2768@tds.net>; Jason Fischer <fischeja@fvtc.edu>; Jeff and Katrina Pionek <d.v.farms@hotmail.com>; Jeff Zutz <jeffzutz@tm.net>; Jessy Hill <jhill@cvcoop.com>; Jim and Sandie Fitzgerald <jsfitz@lakefield.net>; Mike Schuler <mikeschuler@tds.net>; Mike Zutz <mzutz@cpfeeds.com>; Scott Gunderson <ScottGunderson@co.manitowoc.wi.us>; Steve & Michelle Hoffman <hcc@lakefield.net>; Terrilynn Hastreiter <terrylynn.rose.hastreiter@gmail.com>; Todd LeNoble <tlenoble@sbcglobal.net>; Tyler Wagner <twinelmfarm@lakefield.net>
Subject: Vogel Family Farms Field Day and Dairy Situation and Outlook Report

Hello everyone,

Attached please find a flyer describing the Field Day and Dairy Facility Tour at Vogel Family Farms, LLC scheduled for next Tuesday, August 28th from 10 am to 2 pm. The rain date is August 30th. Please note that the morning session will be a field demo with the field located at 9617 Hershau Road. Please watch for signs. This promises to be an excellent learning experience with the field demo, farm tour, and brief updates around the lunch hour.

I hope you make plans to attend this event.

Following is Dr. Bob Cropp's monthly dairy situation and outlook report.

Finally, next week, the Manitowoc County Forage Council will start monitoring corn fields around Manitowoc County and we will provide updates via e-mail twice weekly regarding the status of the corn plants as it relates to corn silage harvest. Please stay tuned for the first report which we will send out next Tuesday or Wednesday.

I hope to see many of you this week at the Manitowoc County Fair and next week at the field day at Vogel Family Farms, LLC.

Scott

Scott L. Gunderson
Manitowoc County UW-Extension Agriculture Agent

4319 Expo Drive, P.O. Box 935
Manitowoc, WI 54221-0935
phone: (920) 683-4175, fax: (920) 683-5062
e-mail: scottgunderson@co.manitowoc.wi.us
website: www.uwex.edu/ces/cty/manitowoc

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Dairy Situation and Outlook, August 20, 2018
By Bob Cropp, Professor Emeritus
University of Wisconsin Cooperative Extension
University of Wisconsin-Madison

It appears dairy prices may have overreacted late June and early July to retaliatory tariffs to be implemented about mid-July by Mexico, China and Canada. Butter and cheese prices fell lowering the Class III price from \$15.21 in June to \$14.10 in July. The Class IV price fell from \$14.91 in June to \$14.14 in July. But, prices have recovered some in August. Butter averaged \$2.2361 per pound in July, reached a high of \$2.3875 mid-August, but now has fallen back to \$2.25. Barrel cheese has shown the biggest improvement. Barrels averaged \$1.3707 per pound in July reached a high of \$1.6750 mid-August, but has fallen back to \$1.6425. The 40-pound block price averaged \$1.5364 per pound in July, reached a high of 1.66 mid-August and is now \$1.61. Nonfat dry milk which averaged \$0.7783 per pound in July has shown strength all of August and is now \$0.8675. So has dry whey which averaged \$0.4118 in July is now \$0.4475. The August Class III price should improve to around \$15.00 and the Class IV price to around \$14.70.

The latest stock report was for June 30th and showed more than ample stocks. Butter and American cheese stocks did decline from May to June with Butter stocks still 8.5% higher than a year ago while American cheese stocks were 0.9% lower. However, stocks of other cheese types grew May to June and were 16.0% higher than a year ago bring total cheese stocks 5.8% higher. Dry whey stocks also grew May to June but were still 13.1% lower than a year ago. Nonfat dry milk stocks also grew May to June and were 1.4% higher than a year ago.

June is the latest report for milk and dairy product sales. Fluid (beverage) milk sales continue the downward trend. Compared to a year ago, conventional milk sales were 4.2% lower and organic milk sales were down 3.1% lowering total beverage milk sales 4.1%. The commercial disappearance of butter was 3.8% higher but cheese sales were just 1.0% higher.

June dairy exports continued to grow. Compared to a year ago exports were up 24% for nonfat dry

milk/skim milk powder, 12% for cheese, 9% for butterfat, 7% for total whey products and 16% for lactose. On a total solids basis exports were equivalent to 16.4% of milk production.

The major factor for improved dairy product prices and milk prices is milk production. Compared to a year ago, July milk production was up just 0.4%. Milk cow numbers fell by 8,000 head from June bring July numbers also 8,000 head below a year ago. Milk per cow as just 0.5% higher than a year ago.

July milk cow numbers were lower than a year ago for several dairy states. Compared to a year ago cow numbers were 12,000 lower in California, 4,000 in Florida, 4,000 in New Mexico, 4,000 in Michigan, 2,000 in New York, 5,000 in Pennsylvania, 6,000 in Minnesota and 4,000 in Wisconsin. Cow numbers were up in other states including 6,000 in Idaho, 15,000 in Texas, 3,000 in Iowa, 4,000 in South Dakota, 15,000 in Colorado, 8,000 in Kansas and 4,000 in Utah. Hot and humid weather negatively affected milk per cow. Milk per cow was down 1.0% in Arizona, 1.8% in California, and 2.7% in Florida, with no change for Michigan and up just 0.5% in New Mexico, 1.0% in New York, 0.3% in Pennsylvania, 0.5% in Iowa, 1.1% in Minnesota and 0.3% in South Dakota. But, despite some hot and humid weather Wisconsin had a 1.5% increase.

Compared to a year ago July milk production was down 2.5% in California, 0.8% in New Mexico, 0.9% in Michigan, 0.7% in Pennsylvania, 0.2% in Minnesota, and 5.9% in Florida. Milk production was up just 0.8% in Idaho, 0.6% in New York, 1.8% in Iowa, and 1.2% in Wisconsin. Relatively strong increases occurred in South Dakota 3.6%, 5.4% in Utah, 7.3% in Texas, 7.6% in Kansas and 8.9% in Colorado.

Milk prices for the remainder of the year are rather uncertain. Class III prices could improve to the high \$15's and even touch \$16. The Class IV price is likely to be in the \$15's. Milk cow numbers could fall further with milk per cow improving some with cooler weather by October. Thus, the growth in milk production could stay at 1% or less which would be positive for prices. Dairy exports have been a positive factor for milk prices but the uncertainty is how exports will do for the remainder of the year since retaliatory tariffs are now in effect. EU is the leading dairy exporter. But, EU is experiencing some severe drought conditions which has reduce crop production and raising feed prices. New Zealand, the second largest exporter may see some recovery in milk production but now only projected to be about 2%. So the growth in world milk production is likely to be lower resulting in world milk prices staying relatively strong which is positive for exports. So milk price forecasts will change as more information on milk production and dairy exports come available.

Robert Cropp
racropp@wisc.edu
University of Wisconsin-Madison

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Subject: FW: ginseng and china tariff
Date: Friday, April 6, 2018 10:21:12 AM

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY - Date: GAIN Report Number: Post: Report Categories: Approved By: Prepared By: Report Highlights: On April 4, 2018, the People's Republic of China's Ministry of Commerce (MOFCOM) and Ministry of Finance (MOF) separately announced a proposal to levy retaliatory tariffs of 25 percent impacting approximately \$16.5 billion in Chinese imports of agricultural and food products from the United States. The announcement is in response to the recent U.S. announcement of proposed U.S. tariffs on Chinese imports as a result of the U.S. 301 Investigation into the forced transfer of U.S. technology and intellectual property. China's proposed tariff increases in response to the U.S. 301 Trade Action target U.S. soybeans, corn and corn products, wheat, sorghum, cotton, beef and beef products, cranberries, orange juice, and tobacco and tobacco products. The announcement did not include a comment period and does not indicate a date of implementation. This GAIN report contains unofficial translations of announcements from MOFCOM and the Ministry of Finance, including a translated table of the products subject to these proposed tariff increases. AgBeijing Staff Bruce Zanin Trade Policy Monitoring China Responds to U.S. Section 301 Trade Action Announcement Beijing China - Peoples Republic of CH18018 4/4/2018 Public Voluntary Executive Summary: On April 4, 2018, at 3:45pm local time, China's Ministry of Commerce (MOFCOM) published a proposal to increase tariffs on a targeted set of U.S. exports. MOFCOM stated that these tariffs were intended to safeguard China's "legitimate rights and interests." Soon after, China's Ministry of Finance stated the manner in which duties on certain U.S. products would be calculated. Product Scope The proposed tariff increases will impact approximately \$16.5 billion in Chinese agriculture and food imports from the United States, identified by their HS-8 digit tariff codes. Approximately one-third of the products targeted by China are food and agricultural products, totaling 33 out of 106 tariff codes, primarily targeting soybeans, corn and corn products, wheat, sorghum, cotton, beef and beef products, cranberries, orange juice, and tobacco and tobacco products. The MOFCOM announcement states that they are retaliating against \$50.0 billion in U.S. tariffs proposed as a result of the findings of the USTR 301 investigation into the forced transfer of U.S. technology and intellectual property. Timing In the April 4, 2018 announcement, MOFCOM did not state when the additional tariffs will enter into force. For More Information please email: AgBeijing@usda.gov Useful Government of China Web Sites: China's equivalent of the U.S. Department of Commerce is MOFCOM. Additional information can be found at: <http://english.mofcom.gov.cn/>. China's equivalent of the U.S. Department of Treasury is the Ministry of Finance. Additional information can be found at: <http://www.mof.gov.cn/> Introduction: This report provides unofficial translations of two announcements. The first titled "2018 No. 34 Announcement of the Ministry of Commerce of the People's Republic of China" published on the MOFCOM's website on April 4, 2018. The second titled "The State Council Tariff Committee (SCTC) Notice on Imposing Additional Tariffs on Certain Imported Commodities Originating from the United States" published on the Ministry of Finance's website on April 4, 2018. Announcement Link: <http://www.mofcom.gov.cn/article/au/ao/201803/20180302722670.shtml> Disclaimer: This summary is based on a cursory review of the subject announcement and therefore should not, under any circumstances, be viewed as a definitive reading of the regulation in question, or of its implications for U.S. agricultural export trade interests. In the event of a discrepancy or discrepancies between this summary and the complete regulation or announcement as published in Mandarin, the latter shall prevail. BEGIN UNOFFICIAL TRANSLATION Ministry of Commerce On April 3, 2018, U.S. time, based on the results of the unilateral findings of the 301 investigation, the U.S. government announced that it would impose a 25 percent tariff on imported products origin from China. Approximately US\$50 billion of Chinese exports to the United States is involved. The U.S. measure clearly violates the relevant rules of the World Trade Organization, seriously violates China's legitimate rights and interests under the rules of the World Trade Organization, and threatens China's economic interests and security. In response to the emergency caused by the U.S. violation of international obligations to China, and in order to safeguard China's legitimate rights, the Chinese government will equivalently take measures to impose additional tariff on imported products origin from the United States, including agricultural products such as soybean, automobiles, chemicals, airplanes, etc. in accordance with laws and regulations of the Foreign Trade Law of the People's Republic of China and other basic principles of international law. The duty rate is 25 percent. Approximately \$50 billion of China's imports from the United States in 2017 will be involved (see attachments for details). The final measure and effective date will be announced separately. Attachment: <http://images.mofcom.gov.cn/www/201804/20180404161059682.pdf> END UNOFFICIAL TRANSLATION China's Announcement on Proposed Tariffs on U.S. Exports of Agriculture and Food Products Announced on April

4, 2018 Serial No. HS Code Mandarin Product Description Commodity Product Description 1 Current Tariff (MFN) (%) Proposed New Applied Tariff (%) 1 12019010 黄大豆 Yellow soybeans 3 28 2 12019020 黑大豆 Black soybeans 3 28 3 10059000 其他玉米 Other corn 1 (inquota), 65 (outquota) 26 (inquota), 90 (outquota) 4 11022000 玉米细粉 Corn flour 9 (in-quota), 40 (out-quota) 34 (inquota), 65 (outquota) 5 52010000 未梳的棉花 Cotton, not carded or combed 1 (inquota), 40 (outquota) 26 (inquota), 65 (outquota) 6 14042000 棉短绒 Cotton linters 4 29 7 10079000 其他高粱 Other grain sorghum 2 27 8 23033000 酿造及蒸馏过程中的糟粕及残渣 Brewing or distilling dregs and waste 2 5 30 9 10011900 其他硬粒小麦 Other durum wheat 1 (inquota), 65 (out-quota) 26 (in-quota), 90 (out-quota) 10 10019900 其他小麦及混合麦 Other wheat and meslin 1 (inquota), 65 (out-quota) 26 (inquota), 90 (out-quota) 11 02011000 整头及半头鲜冷牛肉 Meat of bovine animals, carcasses and half-carcasses, fresh or chilled 12 37 12 02012000 鲜冷的带骨牛肉 Meat of bovine animals, other cuts with bone in, fresh or chilled 12 37 13 02013000 鲜冷的去骨牛肉 Meat of bovine animals, boneless, fresh or chilled 12 37 14 02021000 冻的整头及半头牛肉 Meat of bovine animals, carcasses and half-carcasses, 12 37 frozen 15 02022000 冻的带骨牛肉 Meat of bovine animals, other cuts with bone in, frozen 12 37 16 02023000 冻的去骨牛肉 Meat of bovine animals, boneless, frozen 12 37 17 02062900 其他冻牛杂碎 Other edible offal of bovine animals, fresh, chilled or frozen 12 37 18 20089300 用其他方法制作或保藏的蔓越橘 Cranberry (Vaccinium macrocarpon vaccinium oxycoccos, vaccinium vitisidaea) 15 40 19 20091100 冷冻的橙汁 Orange juice/frozen 7.5 32.5 20 20091200 非冷冻的,白利糖度值不超过20的橙汁 Orange juice/Not frozen, of a Brix value not exceeding 20 30 55 21 22083000 威士忌酒 Whiskies 10 35 Unmanufactured tobacco; tobacco refuse -tobacco, not stemmed/stripped 22 24011010 未去梗的烤烟 Not stemmed/stripped Tobacco/flue-cured 10 35 23 24011090 其他未去梗的烟草 Not stemmed/stripped Tobacco/other 10 35 24 24012010 部分或全部去梗的烤烟 Flue-cured tobacco 10 35 25 24012090 部分或全部去梗的其他烟草 Flue-cured tobacco/other 10 35 26 24013000 烟草废料 Tobacco, refuse 10 35 Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes 27 24021000 烟草制的雪茄烟 Cigars, cheroots and cigarillos containing tobacco 25 50 28 24022000 烟草制的卷烟 Cigarettes containing tobacco 25 50 29 24029000 烟草代用品制的雪茄烟及卷烟 Other tobacco 25 50 Other manufactured tobaccos or tobacco substitutes; homogenized or reconstituted tobacco; tobacco extracts and essences 30 24031100 本章子目注释所述的水烟料 Water pipe tobacco specified in subheading Note to this chapter 57 82 31 24031900 其他供吸用的烟草 Other tobacco 57 82 32 24039100 “均化”或“再造”烟草 “Homogenized” or “Reconstituted” tobacco 24039100*10 Reconstituted tobacco 40 65 24039100 90 Homogenized tobacco 57 82 33 24039900 其他烟草及烟草代用品的制品;烟草精汁 Other tobacco 57 82 Notes: 1 Commodity descriptions are for reference only. Please refer to corresponding HS codes in the Customs Import and Export Tariff of P.R. China for specific commodity scope. 2 U.S. brewing or distilling dregs and waste products are subject to additional anti-dumping duties ranging from 42.2 to 53.7 percent and countervailing duties ranging from 11.2 to 12 percent by exporter. BEGIN UNOFFICIAL TRANSLATION Ministry of Finance The State Council Tariff Committee (SCTC) Notice on Imposing Additional Tariffs on Certain Imported Commodities Originating from the United States On April 4, 2018, the United States government released a list of commodities subject to additional tariffs, imposing 25-percent additional tariffs on our 1,333 items of [Chinese] commodities worth 50 billion U.S. dollars exported to the United States. This U.S. measure violates WTO rules, seriously infringes China’s legitimate rights, and threatens our country’s development interests. According to our rights and obligations under the WTO, and relevant provisions of the People’s Republic of China’s Foreign Trade Law and the People’s Republic of China’s Import and Export Tariff Regulations, upon the State Council approval, the State Council Tariff Commission decided to impose a 25-percent additional duty on 106 items within 14 categories of commodities originated from the United States, including soybeans, automobiles, and chemical products. Relevant matters are as follows: 1. The commodities subject to additional tariff are 106 items in 14 categories including soybeans, automobiles, chemicals etc. The scope of taxation is detailed in the attached table. 2. For the imported products listed in the attached form originating in the United States, a 25- percent tariff shall be imposed on the basis of the current taxation method and the applicable tariff rate. The current policy on bonded and tax-exemption shall not change (The tariff imposed shall not be waived). 3. The import tax calculation formula after imposing additional tariffs: $Tariff = \text{duty paid price} \times (\text{current applicable tariff rate} + \text{imposed additional tariff rate})$ Import consumption tax on value based tariff commodity = import consumption tax calculation price \times consumption tax proportional tax rate Import consumption tax on compound based tariff commodity = import consumption tax calculation price \times consumption tax proportional tax rate +import quantity \times consumption fixed tax rate Import consumption tax price on value based tariff commodity = $(\text{tariff duty price} + \text{tariff}) \div (1 - \text{consumption proportional tax rate})$ Import consumption tax price on compound based tariff commodity = $(\text{tariff duty price} + \text{tariff} + \text{import quantity} \times \text{consumption tax fixed tax rate}) \div (1 - \text{consumption proportional tax rate})$ Import VAT = Import VAT price \times import VAT tax rate Import VAT taxation price = Duty paid price + Customs Duty + Import consumption tax 4. The implementation time will be announced separately. Attachment: List of commodities originating in the U.S. that are subject to additional duties Link:

<http://www.mof.gov.cn/zhengwuxinxi/caizhengxinwen/201804/P020180404563987180985.xlsx> END

UNOFFICIAL TRANSLATION

From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: ginseng and china tariff
Date: Friday, April 6, 2018 10:21:12 AM
Attachments: [attachment 1.pdf](#)
[ATT00001.htm](#)

From: Lu, Jennifer Y - DATCP
Sent: Thursday, April 5, 2018 5:11 PM
To: Ginseng Board
Cc: Cosh, William - DATCP ; Heinemann, Jack A - DATCP
Subject: Re: ginseng and china tariff
Michelle,
Not sure if you have a chance to review this latest list.
See attached.

From: [Hummell, Richard P - DATCP](#)
To: ["rick.hummell@wisconsin.gov"](mailto:rick.hummell@wisconsin.gov)
Subject: FW: Ginseng
Date: Tuesday, May 8, 2018 11:18:00 AM

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Hummell, Richard P - DATCP
Sent: Tuesday, April 17, 2018 4:07 PM
To: Girard, Alexander C - DATCP
Subject: Ginseng

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Lu, Jennifer Y - DATCP
Sent: Friday, April 6, 2018 3:21 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

Subject: RE: Media inquiry from the Washington Post re: ginseng

Here is some info for your consideration to pass along:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng

production and to maintain our ginseng growing foundation in the state.

Best regards,

Jennifer Lu

International Agri-Business Center

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison, WI 53708-8911

Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP

Sent: Friday, April 6, 2018 2:44 PM

To: Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>

Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

Subject: FW: Media inquiry from the Washington Post re: ginseng

Debbie and Jennifer,

Would you have any of the following?

Bill

From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Media inquiry from the Washington Post re: ginseng

Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Hummell, Richard P - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Ginseng
Date: Tuesday, May 8, 2018 11:19:44 AM

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

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To: Girard, Alexander C - DATCP
Subject: Ginseng

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

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From: Lu, Jennifer Y - DATCP
Sent: Friday, April 6, 2018 3:21 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

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Best regards,

Jennifer Lu

International Agri-Business Center

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison, WI 53708-8911

Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP

Sent: Friday, April 6, 2018 2:44 PM

To: Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>

Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

Subject: FW: Media inquiry from the Washington Post re: ginseng

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From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Media inquiry from the Washington Post re: ginseng

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Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Cosh, William - DATCP](#)
To: [Gilson, Donna J - DATCP](#); [Hummell, Richard P - DATCP](#); [Duwe, Leeann M - DATCP](#); [Albracht, Jerad - DATCP](#)
Subject: FW: Governor's Office Media Briefing: April 3, 2018
Date: Tuesday, April 3, 2018 10:28:46 AM
Attachments: [image001.png](#)
[image013.png](#)
[image015.png](#)
[image016.png](#)
[image017.png](#)
[image018.png](#)
[image019.png](#)
[image002.png](#)

From: Dewey, Colin - GOV
Sent: Tuesday, April 3, 2018 9:25 AM
Subject: Governor's Office Media Briefing: April 3, 2018



GOOD MORNING
Media Briefing –Tuesday, April 3, 2018
Office of Governor Scott Walker
TODAY'S FRONT PAGES
AP WIRE - WISCONSIN

Wisconsin

[WEDC and construction managers help subcontractors become Foxconn bidders](#)

Kenosha News

The local session is one of several taking place throughout the state to help Wisconsin companies learn about the bidding process.

[State could get \\$7M in federal funds for election security if lawmakers OK match](#)

Wisconsin State Journal

Wisconsin could get nearly \$7 million in federal funds to help secure its elections in 2018 and beyond, the state Elections Commission said Monday.

[Five projects transforming SE Wisconsin](#)

Milwaukee Business Journal

InSinkEerator project brings labs under one roof, Amazon's massive Kenosha facility fulfills consumers' need, Foxconn complex a massive foreign investment in Wisconsin, Grand Appliance finds ideal location north of the border, and Haribo to build first U.S. production facility in Kenosha County.

[Wisconsin ginseng growers worry about new Chinese tariffs](#)

Wausau Daily Herald

Ginseng growers in Wisconsin are worried about the future of their business after a tariff went into effect overnight in China. The tariff places an extra 15 percent charge on top of the price of American ginseng in China, in response to the Trump administration's newly imposed tariffs on steel and aluminum entering the U.S.

Related from WPR: [Wisconsin Growers, Producers Weigh Impact Of Chinese Tariffs](#)

[Constitutional Amendment Would Do Away With State Treasurer](#)

U.S. News & World Report

If a majority of voters approve, the office of Wisconsin state treasurer would be eliminated under a constitutional amendment on Tuesday's ballot.

Colin Dewey
Communications Assistant
Office of Governor Scott Walker
(608) 266-2839
Colin.Dewey@wisconsin.gov



From: [Cosh, William - DATCP](#)
To: [Gilson, Donna J - DATCP](#); [Hummell, Richard P - DATCP](#); [Duwe, Leeann M - DATCP](#); [Albracht, Jerad - DATCP](#)
Subject: FW: Governor's Office Media Briefing: April 5, 2018
Date: Thursday, April 5, 2018 10:58:40 AM
Attachments: [image001.png](#)
[image002.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)

From: Dewey, Colin - GOV
Sent: Thursday, April 5, 2018 9:58 AM
Subject: Governor's Office Media Briefing: April 5, 2018



GOOD MORNING
Media Briefing –Thursday, April 5, 2018
Office of Governor Scott Walker
TODAY'S FRONT PAGES
AP WIRE - WISCONSIN

Governor Walker

[Gov. Scott Walker signs bills in Wausau, La Crosse to prop up foster care system](#)

Wausau Daily Herald

Children and parents in Wisconsin's foster care system will receive more support from the state after Gov. Scott Walker signed a series of measures into law on Wednesday.

Related from *La Crosse Tribune*: [Gov. Scott Walker signs foster care legislation in La Crosse](#)

[Walker Signs Watershed, Livestock Premises ID Funding Bills](#)

Wisconsin AG Connection

Governor Scott Walker signed 64 bills into law on Tuesday, including several that affect Wisconsin's agricultural sector.

Wisconsin

[Wisconsin prepares to submit reinsurance plan to keep health premiums down](#)

Wisconsin State Journal

Wisconsin plans to submit a proposal for a reinsurance program to the federal government by the week of April 15, a state official said Wednesday at the last of seven public hearings on the plan.

[Rhinelanders To Host Foxconn Meeting For Contractors, Suppliers](#)

WXPR

A session is being held in Rhinelanders next week for contractors, vendors, suppliers and professional services interested in competing for Foxconn contracts in the upcoming construction of the huge plant being built in southeastern Wisconsin.

Related from *Kenosha News*: [Foxconn construction management team sets hiring targets](#)

[Wisconsin's First Lady Tonette Walker travels Wisconsin highlighting need for trauma-informed care](#)

CBS 58

Wisconsin's First Lady Tonette Walker is traveling the state highlighting the need for trauma-informed care. Walker was joined by a delegation from Oslo, Norway at the Sojourner Family Peace Center in Milwaukee on Wednesday.

Related from FOX 6: [First Lady Tonette Walker tours the state with Norwegian government delegation](#)

[Wisconsin ginseng hit by tariffs](#)

WSAU

A new 15 percent Chinese tariff on American grown ginseng has Wisconsin farmers nervous about their harvests this year. Those tariffs are likely in response to new American tariffs on Chinese aluminum and steel. China has also placed tariffs on other agriculture commodities including fruits, vegetables, nuts and wine.

[UW System President to Give Update on Merger](#)

U.S. News & World Report

University of Wisconsin System President Ray Cross is set to update regents on efforts to merger the system's two- and four-year schools.

Colin Dewey

Communications Assistant

Office of Governor Scott Walker

(608) 266-2839

Colin.Dewey@wisconsin.gov



From: [Cosh, William - DATCP](#)
To: [Gilson, Donna J - DATCP](#); [Duwe, Leeann M - DATCP](#); [Hummell, Richard P - DATCP](#); [Albracht, Jerad - DATCP](#); [Cochart, Lacey L - DATCP](#)
Subject: FW: Governor's Office Media Briefing: July 9, 2018
Date: Monday, July 9, 2018 11:20:39 AM
Attachments: [image001.png](#)
[image002.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Dewey, Colin - GOV
Sent: Monday, July 9, 2018 10:18 AM
Subject: Governor's Office Media Briefing: July 9, 2018



GOOD MORNING
Media Briefing – Monday, July 9, 2018
Office of Governor Scott Walker
TODAY'S FRONT PAGES
AP WIRE - WISCONSIN

Governor Walker

[Scott Walker to visit Energy Bank...](#)

Herald Times Reporter

Finally, Gov. Scott Walker is heading to Manitowoc again, this time to visit energybank, 4466 Custer St., to join CEO Neal Verfuert for the unveiling of FUSION, a new LED product using solar power on Monday.

Wisconsin

[350+ National Guard members get emotional send-off before deployment; 'A little bit anxious'](#)

FOX 6

It was a bittersweet morning for hundreds of Wisconsin National Guard members and their families. The guard members, more than 350 strong, will deploy this summer. On Friday, July 6, they gathered at the Milwaukee County Sports Complex for a special ceremony.

Related from *WKOW 27*: [Wisconsin National Guard soldiers head to Middle East](#)

[New Chinese Tariffs Mean Lower Prices For Wisconsin Farmers](#)

WPR

As a trade war between China and the United States continues, Wisconsin farmers are feeling the effects. New U.S. tariffs on Chinese goods went into effect early Friday morning.

['Wisconsin Farm Technology Days' to open Tuesday](#)

WSAU

The state's largest outdoor agricultural show, Wisconsin Farm Technology Days, starts on Tuesday just west of Marshfield.

[121st Northern Wisconsin State Fair will kick off this week](#)

WEAU 13

It's almost time for carnival rides, live music and showing livestock as the Northern Wisconsin State Fair will kick off this week in Chippewa Falls.

[Thornberry Creek LPGA Classic aces second shot in Green Bay](#)

Green Bay Press Gazette

This was the second year of the LPGA's three-year contract with the Oneida Nation, which owns Thornberry Creek. Local officials hope the exposure will bring the Gibsons and other golf fans back to the Green Bay area well beyond 2019.

Colin Dewey

Communications Assistant

Office of Governor Scott Walker

(608) 266-2839

Colin.Dewey@wisconsin.gov



From: [Cosh, William - DATCP](#)
To: [Gilson, Donna J - DATCP](#); [Hummell, Richard P - DATCP](#); [Albracht, Jerad - DATCP](#); [Duwe, Leeann M - DATCP](#)
Subject: FW: Governor's Office Media Briefing: March 23, 2018
Date: Friday, March 23, 2018 10:30:24 AM
Attachments: [image001.png](#)
[image002.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)

From: Dewey, Colin - GOV
Sent: Friday, March 23, 2018 9:22 AM
Subject: Governor's Office Media Briefing: March 23, 2018



GOOD MORNING
Media Briefing – Friday, March 23, 2018
Office of Governor Scott Walker
TODAY'S FRONT PAGES
AP WIRE - WISCONSIN

Wisconsin

[Wisconsin's unemployment rate reaches an all-time record low of 2.9 percent](#)

Wisconsin State Journal

Wisconsin's unemployment rate reached 2.9 percent in February, the lowest monthly level in state history, according to the Department of Workforce Development.

Related from Milwaukee Journal Sentinel: [Wisconsin's unemployment rate falls to lowest level ever: 2.9%](#)

[School Safety Package, Juvenile Justice Overhaul Clears Wisconsin Legislature](#)

WPR

A proposal to close Wisconsin's troubled youth prison and reorganize the state's juvenile justice system is headed to Gov. Scott Walker's desk. Assembly lawmakers also approved a school safety package championed by the governor on a vote of 78-8.

[Wisconsin Assembly sends juvenile justice overhaul, child tax credit bills to Walker's desk](#)

Capital Times

Two key initiatives are on their way to Gov. Scott Walker's desk after being volleyed back and forth between the state Senate and Assembly for a few weeks.

[Experts in Wisconsin soybean industry fear retaliatory tariffs](#)

WBAY 2

Experts in the soybean industry fear retaliatory tariffs in the wake of The President's decision to tariff \$60 billion worth of Chinese goods. According to the Wisconsin Soybean Marketing Board, the state ranks 13th in US production, and China takes on one third of all exported American soybeans.

[Wisconsin beat out North Carolina for \\$95M expansion at ATI Ladish](#)

Milwaukee Business Journal

Needing to add a fourth iso-thermal press to help companies like Boeing and Airbus with record backlogs, ATI president, chairman and CEO Rich Harshman decided on two finalists

for a \$95 million expansion: Cudahy or just outside Charlotte, N.C.

[New Census Data Show Wisconsin Population Trends Recovering From Recession](#)

WPR

New data from the U.S. Census Bureau show Wisconsin's population grew by around 23,000 people between 2016 and 2017. Analysts say the latest numbers show a state rebounding from the Great Recession.

Colin Dewey

Communications Assistant

Office of Governor Scott Walker

(608) 266-2839

Colin.Dewey@wisconsin.gov



From: [Gilson, Donna J - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: hello from the wall street journal: questions for bill cosh
Date: Thursday, April 19, 2018 2:15:41 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)

Donna Gilson

Communication specialist, Agricultural Resource Management Division
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5130

Fax: 608-224-5034

donna.gilson@wi.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!



From: Yap, Chuin-Wei

Sent: Thursday, April 19, 2018 9:25 AM

To: Gilson, Donna J - DATCP

Subject: hello from the wall street journal: questions for bill cosh

Hi Donna,

Thanks for guiding me on who to get a response from on this.

I'm Chuin-Wei, a reporter with the Wall Street Journal, based in Hong Kong. I'm putting together an article on American exports of ginseng to China, and the impact on it from recent developments in international trade.

With China's recent 15% tariff on ginseng, among other agricultural commodities, we at the Journal are trying to get a sense of how this filters down to American farmers caught in the middle.

I'd like to ask these two questions:

1/ What effects is this tariff likely to have on Marathon and surrounding areas that have built their community around the ginseng trade and its globalization? Do you see economic conditions there likely deteriorating as a result, and what might be done to ease the impact?

2/ How are you guys planning to respond to the Chinese tariffs?

Thanks so much. Grateful if Bill or anyone else calls me back, or email would be fine too. Basically, just trying to get a sense of what the department sees on the horizon, and how it might respond.

Best,

Chuin-Wei

M: [+852 5685-8220](tel:+85256858220)

E: chuin-wei.yap@wsj.com

P.S. By way of background, I'm ethnically Chinese - from Singapore - and worked for a decade in the U.S. in journalism before moving to Beijing and then Hong Kong with the Wall Street Journal. Ginseng has always been a part of my childhood, and I am thankful for it.

--

Chuin-Wei Yap 叶雋暉

The Wall Street Journal | 华尔街日报

Dir: [+852 2832-2308](tel:+85228322308)

Mob: [+852 5685-8220](tel:+85256858220)

chuin-wei.yap@wsj.com

Twitter @YapCW

From: [Gilson, Donna J - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: hello from the wall street journal: questions for bill cosh
Date: Thursday, April 19, 2018 2:18:57 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)

Donna Gilson

Communication specialist, Agricultural Resource Management Division
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5130

Fax: 608-224-5034

donna.gilson@wi.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!



From: Lu, Jennifer Y - DATCP
Sent: Thursday, April 19, 2018 9:59 AM
To: Cosh, William - DATCP ; Gilson, Donna J - DATCP
Cc: Heinemann, Jack A - DATCP
Subject: RE: hello from the wall street journal: questions for bill cosh

Bill,

The journal staff should talk to the Board, the Ginseng and Herb Coop, and a farmer. Here is the contacts:

Board:

Jackie Fett | Executive/Marketing Director
Ginseng Board of Wisconsin | 715-443-2444

www.ginsengboard.com

email: jackie@ginsengboard.com

COOP: Jeff Lewis

General Manager

Ginseng & Herb Co-op

(715) 443-3355

Email: jefflewisghc@charter.net

<http://www.ginsengherbco-op.com/>

Farmer and a company owner:

Dr. Ming Tao Jiang Marathon Ginseng

4613 Camp Phillips Road, Weston, WI 54476

Customer Service:715-5712426

Wechat:Marathon_Ginseng

QQ:893601953

Http:// MarathonGinseng.com

As with DATCP's help to the ginseng industry on this matter, DATCP is working with USDA trade office in China to find a solution. Jack and I will be traveling to China for a dairy show in Harbin China leaving on Saturday. We have scheduled a meeting with USDA Ag Trade Office next Monday morning to discuss this issue.

Jennifer

From: Cosh, William - DATCP

Sent: Thursday, April 19, 2018 9:49 AM

To: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Gilson, Donna J - DATCP <Donna.Gilson@wisconsin.gov>

Subject: FW: hello from the wall street journal: questions for bill cosh

Hi Jennifer,

I just wanted to check in with you on the questions below. Thanks.

Bill

From: Gilson, Donna J - DATCP

Sent: Thursday, April 19, 2018 9:48 AM

To: Yap, Chuin-Wei <chuin-wei.yap@wsj.com>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: RE: hello from the wall street journal: questions for bill cosh

Mr. Yap,

Thank you. I've cc'd Bill Cosh on this message. He'll help you out.

Donna

Donna Gilson

Communication specialist, Agricultural Resource Management Division

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5130

Fax: 608-224-5034

donna.gilson@wi.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!



From: Yap, Chuin-Wei <chuin-wei.yap@wsj.com>

Sent: Thursday, April 19, 2018 9:25 AM

To: Gilson, Donna J - DATCP <Donna.Gilson@wisconsin.gov>

Subject: hello from the wall street journal: questions for bill cosh

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Best,

Chuin-Wei

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E: chuin-wei.yap@wsj.com

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Mob: [+852 5685-8220](tel:+85256858220)

chuin-wei.yap@wsj.com

Twitter @YapCW

From: [Knigge, Krista M - DATCP](#)
To: ["Corey Geiger"](#)
Subject: FW: Hoard's Dairyman Intel
Date: Monday, July 23, 2018 11:42:00 AM

When I click on the direct link below from my laptop to Dennis's trade war article, it goes to a blank screen with the Hoard's banner at the top of the screen. I found the article by going to Intel from the main website. The other article links appear to be working for me.

From: Hoard's Dairyman Intel <intel@hoards.com>
Sent: Monday, July 23, 2018 9:35 AM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: Hoard's Dairyman Intel

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INTEL

July 23, 2018

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In a mid-March omnibus bill, the Dairy Pride Act was passed through Congress instructing the Food and Drug Administration



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The Chicago Mercantile Exchange reported 40-pound blocks down 1-1/4 to \$1.52, 500-pound barrels down 4-1/2 to \$1.27.



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Ag is an early casualty in trade war

Three headlines sum up which industry is seeing early casualties in the just-launched trade war between the U.S. and its biggest customers:

"Trade war rhetoric shifts to



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Numbers recently released by USDA showed that signing up for MPP-Dairy (Margin Protection Program for Dairy) was a worthwhile effort for many dairy producers. So far in 2018, \$155.3 million in payments have been made to farmers enrolled in the USDA program . . . [Read More](#)

[Reader Response: Slow growth in New Zealand](#)

I would like to provide some perspective after reading your *Hoard's Dairyman Intel* item “What will the dairy world look like in 2030?” I do not see much growth . . . [Read More](#)



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[My kind of diversification](#)

[Doing more with less](#)

[Kernel processing is a one-time deal](#)

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Hoard's Dairyman
28 Milwaukee Ave., W.
P.O. Box 801
Fort Atkinson, WI 53538

From: [Cosh, William - DATCP](#)
To: [Gegare, Debbie E - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: FW: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 3:43:32 PM

Debbie and Jennifer,
Would you have any of the following?
Bill

From: Dewey, Caitlin [mailto:Caitlin.Dewey@washpost.com]
Sent: Friday, April 6, 2018 2:41 PM
To: Cosh, William - DATCP
Subject: Media inquiry from the Washington Post re: ginseng

Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey
The Washington Post
[@caitlindewey](#) // 202-430-8454

From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 5:14:34 PM

Debbie hard at work on a Friday.
Bill

From: Gegare, Debbie E - DATCP
Sent: Friday, April 6, 2018 4:14 PM
To: Cosh, William - DATCP
Subject: RE: Media inquiry from the Washington Post re: ginseng
I don't think she needs to know how many growers we have or how many acres people grow.
Debbie Gegare
Program Manager, Market Orders, Cultivated Ginseng and County Fairs

From: Cosh, William - DATCP
Sent: Friday, April 6, 2018 2:57 PM
To: Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>
Subject: RE: Media inquiry from the Washington Post re: ginseng
Would you be ok if I send them this?

- Wisconsin accounts for 90-95 percent of the all ginseng harvested in the United States.
- Marathon County grows 95% of all ginseng grown in Wisconsin.
- Approximately 180 Wisconsin growers registered with DATCP.
- The majority of growers are 1-2 acres.

From: Gegare, Debbie E - DATCP
Sent: Friday, April 6, 2018 2:53 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: RE: Media inquiry from the Washington Post re: ginseng
Bill,
I have that information, but so does the GBW. I would need to look it up as I don't have it readily available.
Debbie Gegare
Program Manager, Market Orders, Cultivated Ginseng and County Fairs

From: Cosh, William - DATCP
Sent: Friday, April 6, 2018 2:44 PM
To: Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: FW: Media inquiry from the Washington Post re: ginseng
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From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

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Caitlin

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Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Heinemann, Jack A - DATCP](#)
To: [Stout, Lisa S - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Cc: [Schmitt, Kathy M - DATCP](#); [Hummell, Richard P - DATCP](#); [Andre, Ashley K - DATCP](#)
Subject: FW: Member Alert: Chinese Tariffs
Date: Monday, June 18, 2018 9:21:32 AM

Fyi
Jack

From: Matt McKnight
Sent: Friday, June 15, 2018 3:28 PM
To: Heinemann, Jack A - DATCP
Subject: Member Alert: Chinese Tariffs



USDEC Members:

Today the United States issued a list of Chinese products (totaling \$50 billion) which will be subject to tariffs of 25% as of July 6th. The U.S. tariffs are being imposed in light of China's actions on intellectual property and other issues.

In response, China released their own retaliation list ([Google translation here](#)). USDEC is in the process of translating the Chinese statement; however based on our initial analysis of the document, the following appears to be the case:

- China intends to apply additional retaliatory tariffs of 25% on a lengthy list of products contained in the announcement starting on July 6th.
- China's product list includes the following dairy tariff lines which cover all Chapter 4 dairy products (e.g. fluid milk, cream, milk powder, yogurt, whey, butter/butterfat/butteroil, cheese, etc):
 - 04011000, 04012000, 04014000, 04015000, 04021000, 04022100, 04022900, 04029100, 04029900, 04031000, 04039000, 04041000, 04049000, 04051000, 04052000, 04059000, 04061000, 04062000, 04063000, 04064000, 04069000

We are working to identify how products already en-route will be impacted and to confirm our understanding that the 25% rates are in addition to the existing WTO rates. China's current WTO rates can be found in USDEC's Export Guide, which has not yet been updated to account for today's announcement:

<https://resources.usdec.org/DairyExportGuide/Volume1.cfm>.

Background:

- China is our fourth largest dairy export market accounting for \$577 million in sales in 2017. Sales that year increased 49 percent, making these new tariffs all the more

concerning.

- The Office of the U.S. Trade Representative said the new tariffs on Chinese imports are part of the U.S. response to China's unfair trading practices related to American technology and intellectual property.
- USDEC supports the Administration's efforts to safeguard American IP across the globe. However, we are urging the White House to pursue an enforcement path that does not jeopardize American dairy farms and dairy manufacturing jobs, especially given the challenging situation we already face in Mexico.

USDEC will be analyzing the expected impact of this development and will provide more information as we secure it.

Sincerely,

Matt McKnight

Chief Operating Officer

USDEC

U.S. Dairy Export Council Managed by Dairy Management Inc. 2107 Wilson Blvd. Suite 600 Arlington VA
22201-3061 USA

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From: [Hummell, Richard P - DATCP](#)
To: [Cosh, William - DATCP](#)
Subject: FW: Member Alert: Chinese Tariffs
Date: Monday, June 18, 2018 9:47:00 AM

Bill – FYI.

From: Heinemann, Jack A - DATCP
Sent: Monday, June 18, 2018 8:22 AM
To: Stout, Lisa S - DATCP ; Rao, Ashwini P - DATCP ; Gandara, Enrique R - DATCP ; Lu, Jennifer Y - DATCP
Cc: Schmitt, Kathy M - DATCP ; Hummell, Richard P - DATCP ; Andre, Ashley K - DATCP
Subject: FW: Member Alert: Chinese Tariffs

Fyi
Jack

From: Matt McKnight <usdecinfo@usdec.org>
Sent: Friday, June 15, 2018 3:28 PM
To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: Member Alert: Chinese Tariffs



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U.S. Dairy Export Council Managed by Dairy Management Inc. 2107 Wilson Blvd. Suite 600 Arlington VA
22201-3061 USA

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Council .

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Subject: FW: Milkweeds PDFs of story - Pete Hardin
Date: Tuesday, April 17, 2018 4:51:22 PM

DATCP's Lu helped arrange visits for Mr. Zhu to Ellsworth Creamery, Nasonville Dairy, Mullins Cheese and Grassland Dairy Products when he was in Wisconsin. "Mr. Zhu had heard that Wisconsin has the best quality and most variety in its cheeses and he approached us to help him source products for his stores," she said. See accompanying gray screened sidebar story. While visiting those Wisconsin dairy processors, Mr. Zhu evaluated cheeses based on taste profile and price point for his market, Lu explained. There is an obvious "learning curve" on both ends of the market chain, but the work Lu and others do at DATCP is aimed at helping grow Wisconsin businesses into a more diversified market, Lu said. "The Chinese economy has been growing 6% and consumers are looking for new products." Dairy farmers and market analysts agree that the U.S. dairy industry needs a new "demand driver." And some of that that new demand propulsion for U.S. dairy product demand on a global basis may come in the form of this modest Chinese gentleman named Zhu Like. Self-sufficiency challenges China's goal of feeding its 1.4 billion people comes with a challenge – the nation's leaders would like to be self sufficient. But the country has only 7% of the world's arable land, with 20% of the world's population. Where dairy is concerned, the largest milk-producing region lies in the province of Inner Mongolia where there are 1.2 million dairy cows. According to Dr. Zhijun Cao, an associate professor and assistant dean in the College of Animal Science and Technology at China Agricultural University, the Chinese dairy industry has seen rapid changes over recent years. He has grown up with those changes, having been born into a family with several dairy cows and now works with the nation's dairy industry. Dr. Zhijun, who spent 15 months as a visiting professor at Cornell University, noted there was rapid expansion in China's dairy industry from 1997 through 2007, when large numbers of dairy cattle were imported from Australia and New Zealand. (They were not allowed to import cattle from the United States or Canada, he said.) The importation of Holstein genetics has helped transform dairy farming, he explained, as farms went from five to 30 cows in "back yard" dairies, to larger cooperative dairies that had milking parlors and up to 100 cows. Larger scale farms soon followed but he noted that because China doesn't have enough land, feed costs continue to be relatively high. Today, Holstein genetics are coming from the United States and Europe and are driving increased production in Chinese dairy herds. Some dairy herds continue to have numbers of "native breed" cattle in them. The smaller "back yard" dairy farms are disappearing, as processors decline to take the milk from those farms. The linkages being built between China Agricultural University and colleges like the University of Wisconsin-River Falls and Cornell University are aimed at helping Chinese farmers improve raw milk quality and yields, the professor said. He joined Mr. Zhu at a presentation during the PDPW annual business conference in Madison. Continued from page 8 Dairy processors know the Chinese market – all 1.4 billion consumers — can't be ignored. But those marketers trying to enter the massive market have learned success doesn't happen overnight. Success for importers in the China market is all about building relationships – which may take years. Paul Bauer, CEO of the Ellsworth Creamery, which is in northwest Wisconsin, had been working to get powdered whey into China. While at World Dairy Expo in Madison, Bauer several years ago met Fred Zhang with Shine Stone Trade LLC. Bauer, who has been with Ellsworth Creamery for 10 years, credited trade specialists at the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) for introducing him to Zhang. Establishing trading partners in China isn't easy, Bauer said, and was "slow going" ... but progress has been made with Zhang, with help from DATCP and the Wisconsin Milk Marketing Board, which has sponsored a chef to travel to China and prepare foods using Wisconsin dairy products.. "We have a lot of time into this. It took six years to get cheese placed in China," Bauer said. "We look at the market through our lens, but they have a whole different perspective there," he added. Bauer said Zhang's knowledge and expertise has helped immensely, allowing the Ellsworth Creamery to avoid certain pitfalls. Zhang, who formerly worked as a customs officer, has helped Ellsworth's products to get into the country. No products with meat can get through customs – so a cheese with bacon bits, for example, would be a non-starter. Annually, Chinese cheese consumption is less than 2 ounces per capita, Bauer said, so his creamery has scaled their packaging to fit. "To us a five-ounce package is a snack pack but to them it's a family pack for a week," Bauer explained. Thanks to the networking efforts of that international partner, the Ellsworth Co-op made contact with Mr. Zhu Like (see main story), who visited their creamery and sampled 50 different flavors of their products to determine which would please the palate of his customers in China. Thanks to the years of person-to-person relationship building, the Ellsworth Creamery ended up placing their curds and Blaser's 7.5-ounce cheese packages in the dairy cases at Mr. Zhu's Milk Bar stores. (Blaser's is a cheese plant in Comstock, Wisconsin that is now part of Ellsworth Creamery's family.) Mr. Zhu's goal is to sell 10 pounds of cheese per week out of each of his milk bar stores and there are 1,400 of those stores, with plans for many more. Bauer said Ellsworth Creamery's goal is to make money selling cheese in China and they plan to market six

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From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Milkweeds PDFs of story - Pete Hardin
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Jennifer

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Sent: Wednesday, April 11, 2018 5:35 PM
To: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
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Thank you!

Pete Hardin

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## *The Milkweed*

Pete Hardin, Publisher & Editor

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DATCP's Lu helped arrange visits for Mr. Zhu to Ellsworth Creamery, Nasonville Dairy, Mullins Cheese and Grassland Dairy Products when he was in Wisconsin. "Mr. Zhu had heard that Wisconsin has the best quality and most variety in its cheeses and he approached us to help him source products for his stores," she said. See accompanying gray screened sidebar story. While visiting those Wisconsin dairy processors, Mr. Zhu evaluated cheeses based on taste profile and price point for his market, Lu explained. There is an obvious "learning curve" on both ends of the market chain, but the work Lu and others do at DATCP is aimed at helping grow Wisconsin businesses into a more diversified market, Lu said. "The Chinese economy has been growing 6% and consumers are looking for new products." Dairy farmers and market analysts agree that the U.S. dairy industry needs a new "demand driver." And some of that that new demand propulsion for U.S. dairy product demand on a global basis may come in the form of this modest Chinese gentleman named Zhu Like. Self-sufficiency challenges China's goal of feeding its 1.4 billion people comes with a challenge – the nation's leaders would like to be self sufficient. But the country has only 7% of the world's arable land, with 20% of the world's population. Where dairy is concerned, the largest milk-producing region lies in the province of Inner Mongolia where there are 1.2 million dairy cows. According to Dr. Zhijun Cao, an associate professor and assistant dean in the College of Animal Science and Technology at China Agricultural University, the Chinese dairy industry has seen rapid changes over recent years. He has grown up with those changes, having been born into a family with several dairy cows and now works with the nation's dairy industry. Dr. Zhijun, who spent 15 months as a visiting professor at Cornell University, noted there was rapid expansion in China's dairy industry from 1997 through 2007, when large numbers of dairy cattle were imported from Australia and New Zealand. (They were not allowed to import cattle from the United States or Canada, he said.) The importation of Holstein genetics has helped transform dairy farming, he explained, as farms went from five to 30 cows in "back yard" dairies, to larger cooperative dairies that had milking parlors and up to 100 cows. Larger scale farms soon followed but he noted that because China doesn't have enough land, feed costs continue to be relatively high. Today, Holstein genetics are coming from the United States and Europe and are driving increased production in Chinese dairy herds. Some dairy herds continue to have numbers of "native breed" cattle in them. The smaller "back yard" dairy farms are disappearing, as processors decline to take the milk from those farms. The linkages being built between China Agricultural University and colleges like the University of Wisconsin-River Falls and Cornell University are aimed at helping Chinese farmers improve raw milk quality and yields, the professor said. He joined Mr. Zhu at a presentation during the PDPW annual business conference in Madison. Continued from page 8 Dairy processors know the Chinese market – all 1.4 billion consumers — can't be ignored. But those marketers trying to enter the massive market have learned success doesn't happen overnight. Success for importers in the China market is all about building relationships – which may take years. Paul Bauer, CEO of the Ellsworth Creamery, which is in northwest Wisconsin, had been working to get powdered whey into China. While at World Dairy Expo in Madison, Bauer several years ago met Fred Zhang with Shine Stone Trade LLC. Bauer, who has been with Ellsworth Creamery for 10 years, credited trade specialists at the Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) for introducing him to Zhang. Establishing trading partners in China isn't easy, Bauer said, and was "slow going" ... but progress has been made with Zhang, with help from DATCP and the Wisconsin Milk Marketing Board, which has sponsored a chef to travel to China and prepare foods using Wisconsin dairy products.. "We have a lot of time into this. It took six years to get cheese placed in China," Bauer said. "We look at the market through our lens, but they have a whole different perspective there," he added. Bauer said Zhang's knowledge and expertise has helped immensely, allowing the Ellsworth Creamery to avoid certain pitfalls. Zhang, who formerly worked as a customs officer, has helped Ellsworth's products to get into the country. No products with meat can get through customs – so a cheese with bacon bits, for example, would be a non-starter. Annually, Chinese cheese consumption is less than 2 ounces per capita, Bauer said, so his creamery has scaled their packaging to fit. "To us a five-ounce package is a snack pack but to them it's a family pack for a week," Bauer explained. Thanks to the networking efforts of that international partner, the Ellsworth Co-op made contact with Mr. Zhu Like (see main story), who visited their creamery and sampled 50 different flavors of their products to determine which would please the palate of his customers in China. Thanks to the years of person-to-person relationship building, the Ellsworth Creamery ended up placing their curds and Blaser's 7.5-ounce cheese packages in the dairy cases at Mr. Zhu's Milk Bar stores. (Blaser's is a cheese plant in Comstock, Wisconsin that is now part of Ellsworth Creamery's family.) 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**Date:** Tuesday, April 17, 2018 4:51:22 PM  
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From: [Stamm, Christine A - DATCP](#)
To: [Litjens, Charlotte M - DATCP](#)
Cc: [Knigge, Krista M - DATCP](#)
Subject: FW: NASDA Member Update
Date: Friday, October 12, 2018 10:49:36 AM

Charlotte,
FYI - In the NASDA newsletter below there is reference to a grant program called "Apples4Ed".

Happy Friday to you!
Christine

From: Amanda Culp <amanda@nasda.org>
Sent: Friday, October 12, 2018 7:00 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: NASDA Member Update

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October 12, 2018



Happy National Farmers Day to you!

[USTR Lays Out Trade Blueprint](#)

After finishing the new US-Mexico-Canada Agreement, the Trump administration has made plans for a series of new free trade agreements. Members of the Senate Finance Committee and US Trade Representative Bob Lighthizer met to discuss possible deals with Japan, Britain, the EU and the Philippines as well as three African countries; Ivory Coast, Ghana and Kenya. Formal announcements of talks are expected soon.

[ICYMI: NASDA Co-Sponsors Apples4Ed Healthy Snacking](#)

[Grant Program for Second Year](#)



We have partnered with U.S. Apple Association and the School Nutrition Association for the second year on the "Apples4Ed" healthy snacking grant initiative for public schools across the United States. We encourage you to share this opportunity with your school-based contacts as well as your local apple associations.

[Read More](#)

[FDA Sends Warning Letter to Raw Pet Food Manufacturer Following Death of Two Kittens](#)

The FDA has sent a [warning letter](#) to Georgia-based Blue Ridge Beef following the death of two kittens with *Salmonella* septicemia who ate a ground product for kittens from the manufacturer. The manufacturer has had at least 5 other confirmed positives for *Salmonella* and other contaminants.

[ASTA Shares Seed Treatment Fact Sheet](#)

The American Seed Trade Association has put together a [fact sheet](#) regarding Seed Treatment. They have included information about what seed treatments are, their benefits, and how they are regulated.

[FDA Shares Resources for Food and Animal Producers in Hurricane Michael Impacted Areas](#)

As Hurricane Michael makes landfall along the Florida Gulf Coast, the U.S. Food and Drug Administration's Center for Veterinary Medicine and Center for Food Safety and Applied Nutrition are monitoring this storm closely in coordination with the agency's Emergency Operations Center. The FDA is also updating information, linked below, about resources available for food producers who may be harvesting, mixing, storing or distributing grains and other foods for humans or animals. That information provides some general information, as well as contacts for those in areas that we expect to be impacted by Hurricane Michael.

- [Resources for Food Producers in Flooded Areas Due To Hurricane Michael](#)
 - [Resources for Animal Food Producers in Flooded Areas of Gulf Coast](#)
-

[Letters and Comments Recently Submitted](#)

[Comments on the Food and Drug Administration's Comprehensive, Multi-Year Nutrition Innovation Strategy](#)

[Comments on Hours of Service Advance Notice of Proposed Rulemaking](#)

CEO Update



We have most of you in our thoughts and prayers as you respond and repair from more Mother Nature, as she packed another 1-2 punch in Florida, moving up the Atlantic seaboard states, sending volumes of water over unharvested and now ruined crops. Soybean losses are also huge in central US due to rain. These events add insult to injury already in a downturn to the Ag economy plus with the negative impacts of retaliatory tariffs. Keep the faith and let's help our neighbors!

We welcomed **Vice President and Commissioner Goehring** to the NASDA office to discuss policy leadership and the future 2020 Annual Meeting to be held in North Dakota.

I attended the Agriculture CEO Council meeting which met Thursday and Friday. We heard from **Hunt Shipman** of Cornerstone Government Affairs, on political dynamics leading into the mid term elections, as well as about

challenges in the biotech and crop protection industries from a panel of state affairs folks as state legislative challenges have ramped up with shifts from red to purple and blue expected in some states. **Erin Fitzgerald**, CEO of U. S. Farmers & Ranchers Alliance, presented a new plan for “USFRA 2.0” as she leads this effort to enhance farmer voices communicating about ag. **Dr. Scott Hutchins**, Corteva Agrisciences, spoke to the group as he is the President’s nominee for USDA Undersecretary for Research, Education, and Economics. We hope he is confirmed soon after the mid-term elections. Friday we discussed trade with USTR.

President Witte and NASDA staff look forward to seeing you in Neuvo Leon where we will celebrate the USMCA! Follow the Accord hubub on social media using #2018AgAccord.

Onward and upward,
Barb

Caption: Barb with visiting leaders from LEAD New York.



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Labor, Conservation

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September 18, 2018

[NASDA Elects Witte of New Mexico as President](#)



NASDA recently elected a new slate of officers for the coming year. New Mexico Secretary of Agriculture [Jeff Witte](#) will serve as NASDA's 2018-19 President and will host the 2019 NASDA Annual Meeting in Albuquerque, New Mexico on September 8-12.

"We have an incredibly busy agenda for 2019 which will be full of opportunities to underscore the importance of our work in public service to advancing the success of our farmers and ranchers," said newly elected NASDA President and New Mexico Secretary of Agriculture Jeff Witte. "As Congress presses forward on an on-time Farm Bill, NASDA Members will continue to...."

[Read More](#)

[NASDA Debuts Model Preventive Controls for Animal Food Framework](#)

NASDA is pleased to announce the debut of their Model Food Safety Modernization Act (FSMA) [Preventive Controls for Animal Food Implementation Framework](#).

The document contains the fundamental and essential components for the operation of a state animal food safety program that can fully implement the FDA's Current Good Manufacturing Practice, Hazard Analysis, and Risk-based Preventive Control for Animal Food regulation. This regulation, as well as NASDA's Framework, establishes preventive actions to ensure the safety of animal food in an effort to protect animal and human health. The national framework emphasizes the need for alignment and consistency across state programs.

[Read More](#)

[State Agriculture Officials Underscore Need for Free Trade Agreements](#)



At the NASDA Annual Meeting in Hartford, Connecticut last week, members passed two action items which reaffirm the critical importance of international trade to the organization. Introduced by Washington Director of Agriculture Derek Sandison, the items focused on the [critical need for export markets](#) for American agriculture as well as reaffirming the importance of the [World Trade Organization \(WTO\)](#) and dispute settlement. Director Sandison is also Chair of NASDA's Marketing & International Trade Committee.

NASDA President and Connecticut Commissioner of Agriculture Steve Reviczky outlined NASDA's concerns with the Administration's current trade strategy.

"We continue to work cooperatively with the Administration on all levels to influence a trade strategy which puts market access for U.S. farmers and ranchers first," said Reviczky. "The U.S. cannot simply play defense on international trade..."

[Read More](#)

[State Ag Officials Give Nod to USDA on Cell-Cultured Meat Regulation](#)

Members of NASDA voted last week in support of the U.S. Department of Agriculture's (USDA) jurisdiction over cell cultured and tissue culture products derived from livestock and poultry. The [action item](#) was co-sponsored by Wisconsin Secretary of Agriculture Sheila Harsdorf and North Carolina Commissioner of Agriculture Steve Troxler.

NASDA Members believe that USDA is the appropriate lead agency and encourages them to work with states and federal agencies to ensure that these products are appropriately regulated and labeled.

[**Read More**](#)

[NASDA Honors Public Servants to Agriculture throughout Annual Meeting](#)



At the NASDA Annual Meeting in Hartford, Connecticut last week, top employees of three state departments of agriculture were honored for their service, communication, and administration to their state.

“Our state departments of agriculture are homes to incredibly talented people

who often go unrecognized in the world of public service. NASDA's Honor Awards Program provides our members the opportunity to recognize their staff for their work on a national stage," said NASDA President and Connecticut Commissioner of Steven K. Reviczky. "Congratulations to our 2018 NASDA Honor Awards recipients!"

[Learn More](#)

[College Students Immersed in Public Service Opportunities at Annual Meeting of State Agriculture Officials](#)



NASDA welcomed eleven students to the 2018 Annual Meeting in Hartford, Connecticut, under NASDA President and Connecticut Commissioner of Agriculture Steven Reviczky last week as part of the NASDA's Next Generation

Program (NNG).

The objective of NNG is to advance understanding by future leaders in agriculture, food, and natural resource industries of the roles of the state departments of agriculture in agricultural policy development, communication, and promotion of agriculture. **The program was sponsored by Bayer and Syngenta.**

“NNG is one-of-a-kind opportunity for collegiate students to learn about ag policy and public service careers in state departments of agriculture,” said NASDA CEO Dr. Barbara P. Glenn. “Through this program we are able provide these young leaders with an immersive experience in our conference and access to the leading voices in agriculture on the state and federal levels.”

[Read More](#)

[Third Round of U.S. Tariffs Go Into Effect](#)

Monday, President Donald Trump announced that the U.S. will impose a 10 percent tariff on \$200 billion more Chinese goods beginning next week. He also stated that the tariff is to rise to 25% at the beginning of 2019. The total of Chinese goods being hit now totals about \$250 billion which is about half of what the U.S. imported from China last year. Should the U.S. be hit with retaliatory action, President Trump promised to begin phase three immediately. Many of the goods targeted this time are consumer goods and retailers have said that this may cause them to raise prices...

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[USDA Announces \\$102.7 Million Investment to Expand](#)

[Markets for Specialty Crop and Other Farmers](#)

Under Secretary Greg Ibach today announced that the U.S. Department of Agriculture (USDA) is investing \$102.7 million to increase opportunities for farmers, ranchers and other growers across the country through five grant programs. The funding supports a variety of locally-led projects intended to expand markets for local food promotion and specialty crops.

\$72.15 million is directed to state departments of agriculture in 50 states, the District of Columbia and five U.S. territories through the [Specialty Crop Block Grant Program \(SCBGP\)](#) to support farmers growing specialty crops, including fruits, vegetables, tree nuts, and nursery crops. States use the [SCBGP](#) to fund research, agricultural extension activities and programs to increase demand for agricultural goods of value to farmers in the state or territory.

[Read More](#)

[Indiana: Indiana and Manitoba Form Partnership to Advance Agriculture, Economic Development](#)



Lt. Governor Suzanne Crouch, Indiana State Department of Agriculture Director Bruce Kettler and members of the Indiana agricultural delegation met with officials from Canada's Manitoba Province yesterday to discuss opportunities to grow both regions' agricultural sectors.

Through a signed memorandum of understanding ([MOU](#)), the Indiana and Manitoba departments of agriculture agreed to facilitate cooperation in several areas including agricultural research and development, youth education and leadership, and trade investment – all for the purpose of mutual economic growth...

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Date: Thursday, April 5, 2018 3:22:00 PM

National Association of State Departments of Agriculture 4350 North Fairfax Drive #910 Arlington, VA 22203 Tel: 202-296-9680 www.nasda.org NEWS RELEASE Contact: FOR IMMEDIATE RELEASE Amanda Culp
April 5, 2018 Director, Communications (202) 296-9680 amanda@nasda.org NASDA Statement on Chinese Tariffs on American Agriculture Following the recent announcement of Chinese tariffs on American agricultural products as a retaliatory measure against U.S. steel and aluminum tariffs, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issues the following statement: “China is a \$28 billion customer of the American agricultural industry. The tariffs China is proposing are extremely concerning to the farmers and ranchers who are already facing a very poor agricultural economy. We urge the United States and China to end this high-stakes trade war. Our integrated food and agriculture industry cannot lose another market opportunity, particularly with one of our top customers. It is imperative the administration keep the interests of agriculture in the international marketplace at the forefront. We stand ready to assist the administration to advance opportunities for U.S. producers around the world.” NASDA represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders. ###

From: [Amanda Culp](#)
Subject: FW: NASDA Statement on Chinese Tariffs on American Agriculture
Date: Thursday, April 5, 2018 3:22:00 PM
Attachments: [Tariffs_04052018.pdf](#)

COSDA Members,

In addition to the statement below, all of you have or will be receiving an international trade toolkit personalized for your state (I'm at Rhode Island in the state alphabet).

You can retweet our tariff statement here:

<https://twitter.com/NASDAnews/status/981966229291253760>

Thanks to the Michigan Department of Agriculture & Rural Development for already hopping on!

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296-9680 | Amanda@nasda.org

From: Amanda Culp
Sent: Thursday, April 05, 2018 11:51 AM
Subject: NASDA Statement on Chinese Tariffs on American Agriculture
FOR IMMEDIATE RELEASE: April 5, 2018

Contact:

Amanda Culp
Director, Communications
(202) 296-9680
amanda@nasda.org

NASDA Statement on Chinese Tariffs on American Agriculture

Following the recent announcement of Chinese tariffs on American agricultural products as a retaliatory measure against U.S. steel and aluminum tariffs, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issues the following statement: "China is a \$28 billion customer of the American agricultural industry. The tariffs China is proposing are extremely concerning to the farmers and ranchers who are already facing a very poor agricultural economy. We urge the United States and China to end this high-stakes trade war. Our integrated food and agriculture industry cannot lose another market opportunity, particularly with one of our top customers. It is imperative the administration keep the interests of agriculture in the international marketplace at the forefront. We stand ready to assist the administration to advance opportunities for U.S. producers around the world."

NASDA represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders.

###

Subject: FW: NASDA Statement on Chinese Tariffs on American Agriculture
Date: Thursday, April 5, 2018 3:22:01 PM

National Association of State Departments of Agriculture 4350 North Fairfax Drive #910 Arlington, VA 22203 Tel: 202-296-9680 www.nasda.org NEWS RELEASE Contact: FOR IMMEDIATE RELEASE Amanda Culp
April 5, 2018 Director, Communications (202) 296-9680 amanda@nasda.org NASDA Statement on Chinese Tariffs on American Agriculture Following the recent announcement of Chinese tariffs on American agricultural products as a retaliatory measure against U.S. steel and aluminum tariffs, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issues the following statement: “China is a \$28 billion customer of the American agricultural industry. The tariffs China is proposing are extremely concerning to the farmers and ranchers who are already facing a very poor agricultural economy. We urge the United States and China to end this high-stakes trade war. Our integrated food and agriculture industry cannot lose another market opportunity, particularly with one of our top customers. It is imperative the administration keep the interests of agriculture in the international marketplace at the forefront. We stand ready to assist the administration to advance opportunities for U.S. producers around the world.” NASDA represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders. ###

From: [Nathan Bowen](#)
To: [Nathan Bowen](#)
Cc: [Alex Noffsinger](#)
Subject: FW: NASDA/USTR/USDA Call Tomorrow
Date: Friday, March 23, 2018 12:08:09 PM
Attachments: [Section 301 Tariffs_03232018.pdf](#)
[Section 232 Steel and Aluminum Tariffs_03232018.pdf](#)

NASDA Members:

As a reminder, we have a call scheduled today at 2:00 PM with USDA and USTR. IN preparation for that call, we have prepared two background documents (attached) on both the Section 232 action on Steel and Aluminum and yesterday's Section 301 action on China.

NASDA/USTR/USDA Call

Friday, March 23 at 2:00 PM EDT

Dial-in: (267) 930-4000

Participant Code: 800 196 511#

Specifically, please note the reaction from other ag organizations to the 301 tariffs yesterday which is included in that document (a sampling of which are included below).

U.S. Wheat Associates (USW) and the National Association of Wheat Growers (NAWG):

It is unfortunate that the well-intentioned decision to challenge other Chinese trade policies has been implemented in a way that violates the rules outlined in Article II of the GATT Agreement. Recent actions including withdrawal from the Trans-Pacific Partnership and implementing steel and aluminum tariffs on the basis of national security have already undermined U.S. leadership in international trade. Now this action further erodes historical support for rules-based trade policies, even though China will likely bring a case against the tariffs within the WTO dispute settlement process.

National Pork Producers Council:

"We sell a lot of pork to China, so higher tariffs on our exports going there will harm our producers and undermine the rural economy," said NPPC President Jim Heimerl, a pork producer from Johnstown, Ohio. "No one wins in these tit-for-tat trade disputes, least of all the farmers and the consumers."

Nathan Bowen

(202) 296-9680

From: Nathan Bowen
Sent: Thursday, March 22, 2018 3:36 PM
To: Nathan Bowen <Nathan@nasda.org>
Cc: Alex Noffsinger <alex@nasda.org>
Subject: NASDA/USTR/USDA Call Tomorrow

NASDA Members,

We will hold a call tomorrow, March 23 at 2:00pm EDT, with USTR General Counsel Stephen Vaughn and USDA Under Secretary Ted McKinney. The call follows the tariffs President Trump announced today on China in response to a section 301 investigation into Chinese Intellectual Property practices. Call in details are below.

The tariffs have sparked [concerns](#) across agriculture on the impact relation by China would have on U.S. agriculture. Chinese reports have indicated China could target US soybeans, pork, and sorghum in retaliation.

Please join us for this important call tomorrow.

NASDA/USTR/USDA Call

Friday, March 23 at 2:00 PM EDT

Dial-in: (267) 930-4000

Participant Code: 800 196 511#

Regards,

Nathan Bowen

Executive Director, Public Policy

National Association of State Departments of Agriculture

4350 North Fairfax Drive, Suite 910

Arlington, VA 22203

(202) 296-9680

From: [Rao, Ashwini P - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: FW: Need talking points ASAP
Date: Wednesday, December 13, 2017 5:34:00 PM
Attachments: [2016 Ag Export Highlights.pdf](#)
[emd-3a-infographic.pdf](#)
[FW Ag-farmteam-list Importance of NAFTA to the Dairy Industry \(StatePerspective\).msg](#)
[2017 Jan-September WI Ag Export Highlights.pdf](#)

From: Rao, Ashwini P - DATCP
Sent: Tuesday, December 5, 2017 3:24 PM
To: Smith, Daniel G - DATCP <DanielG.Smith@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: RE: Need talking points ASAP

Dan,

Lisa and I are out tomorrow morning, but will be available late afternoon to answer any questions.

Jack, please feel free to add if needed.

- 2016 ag export highlights is attached in addition to the 2017 (Jan-Sep). Please review. I pulled some information from that and included it below to bring to your attention.
 1. You'll notice that WI ag exports decreased from 2015, while overall US ag exports increased. Points to note: this .68% decrease could be due to a number of factors – high dollar vs. other currencies, transportation costs, etc.
 2. Wisconsin ranked first in the U.S. for exports of bovine genetics, ginseng, raw fur skins, prepared/preserved cranberries, and sweet corn. Wisconsin ranked second in the export of cheese and whey. Note about ginseng: We are the #1 producer of ginseng roots and export to these countries – China, Hong Kong, Taiwan, Canada and Korea.
 3. During 2016, 17 out of 39 states with dairy export data sent more than 50 percent of their exports to Mexico and Canada. America's Dairyland, Wisconsin, just missed the cut at 49 percent (see Paige's email which is attached).
- Importance of Canada, Mexico, and China:
 1. Trade agreements create opportunities for U.S agriculture. Integrated economies, proximity and ease in accessing markets all contribute to the continued importance for trading with Canada and Mexico.
 2. As China grows, it's making up a larger share of the global economy. China's growing heft means it'll contribute more than a third to global growth this year, according to <https://www.bloomberg.com/graphics/2016-us-vs-china-economy/>

IMF's estimates. ().

3. Already a top-10 cheese buyer, China is on pace to become the largest cheese importer in the world in the coming years. (<https://www.usdec.org/newsroom/news-releases/news-releases/news-release-11/27/2017>)
- Moving forward:
 1. Effective Dec. 1, 2017, China is unilaterally lowering its cheese tariffs from 12 percent to 8 percent. The move will immediately boost U.S. export competitiveness in China and help U.S. suppliers take a larger role in meeting the nation's booming cheese demand.
 2. Value added products – ginseng beverages, craft beer/distilled spirits are some growth areas.
 3. China is also a big market for lumber exports. While some hardwood lumber imported by China is being processed and re-exported, it appears that the majority is being consumed in China for furniture, and new home building.
 4. Regions we will continue to focus on: In addition to our top markets, we will continue to focus on the Middle East, Latin America and Asian regions.

Ashwini

Ashwini Rao

International Economic Development Consultant

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5119

Cell Phone: 608-224-9932

Ashwini.rao@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Smith, Daniel G - DATCP

Sent: Tuesday, December 05, 2017 12:51 PM

To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>

Subject: Need talking points ASAP

Team,

The OS has asked me to fill in on this interview with Wisconsin Public Radio. It will be either Thursday or Friday of this week. Please provide talking points on the questions they have sent

(see below). I would like them by end of day Wednesday if possible.

Thanks!

Dan

Wisconsin Public Radio reporters are currently working on a program that will air this month looking at the future of agriculture in Wisconsin from many different angles. One segment will look broadly at the future of overseas markets for Wisconsin agricultural goods. We'd like to run a 3-6 minute edited interview that would summarize how Wisconsin's agricultural industry is looking overseas to expand their markets....or maybe there's a shift to keep exports steady?

Is there someone from DATCP that can explain the trends that we're seeing in Wisconsin exports? Why are Canada, Mexico, and China our biggest customers? Are there reasons certain products sell well overseas?

Daniel G. Smith, Administrator – Division of Agriculture Development
Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5142
Cell: 608-225-7353
Fax: 608-224-5110
DanielG.Smith@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Andre, Ashley K - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: FW: Newest version
Date: Wednesday, April 11, 2018 5:49:00 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Andre, Ashley K - DATCP
Sent: Wednesday, April 11, 2018 4:37 PM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Newest version

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Andre, Ashley K - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: FW: Newest version
Date: Wednesday, April 11, 2018 5:50:42 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Andre, Ashley K - DATCP
Sent: Wednesday, April 11, 2018 4:37 PM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Newest version

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Tompach, Matthew C - DATCP](#)
To: [Girard, Alexander C - DATCP](#); [Andre, Ashley K - DATCP](#)
Subject: FW: Pro Farmer's First Thing Today
Date: Wednesday, April 4, 2018 10:16:33 AM

Trump administration discussing ways to compensate farmers for trade impact... The Trump administration is working on ideas for compensating farmers who may be harmed by China's retaliatory tariffs on U.S. commodities. USDA Secretary Sonny Perdue said that while he's not at liberty to discuss mitigation details at this point, "at the proper time we will let China know they will not be able to affect our agricultural policies and our political decisions over trade by ... holding agriculture hostage." The Trump administration via USDA has wide authority to assist U.S. producers, including direct payments and legal aid. But U.S. Trade Representative Robert Lighthizer has previously questioned why one sector such as agriculture should be singled out for assistance when other industries are impacted as well. If the trade conflict continues during the upcoming U.S. farm bill debate, this topic could be part of several amendments offered during floor debate in both the House and Senate.

From: Pro Farmer <editors@profarmer.com>
Sent: Wednesday, April 4, 2018 6:30 AM
To: Tompach, Matthew C - DATCP <Matthew.Tompach@wisconsin.gov>
Subject: Pro Farmer's First Thing Today

Farm Journal

profarmer.com[Input Price Quotes](#)
[Market Quotes](#)

April 4, 2018

First Thing Today

Good morning!

Soybeans plunge on Chinese tariffs... Soybean futures have plunged 40-plus cents lower in response to China's tariffs targeting the oilseed, among other products. Corn futures are down 11 to 14 cents and wheat futures are posting losses ranging from 7 to 10 cents. The U.S. dollar index is down slightly, while crude oil futures have dropped sharply.

China announces big tariffs on U.S. soybeans, corn, beef, sorghum, cotton and more... China says it will impose tariffs on 106 products originating from the U.S. worth around \$50 billion, according to an announcement on state television today, in response to tariffs on Chinese imports outlined hours earlier by the Trump administration. China's new tariffs on soybeans, corn, sorghum, beef, cotton, automobiles, airplanes, chemical products and other products roiled financial markets in Asia and Europe, with Hong Kong and German markets hit particularly hard. China says implementation of the new 25% tariffs aimed largely at products from Republican-dominated states will depend on when the U.S. government imposes its new tariffs; the new U.S. tariffs are subject to a public comment process that ends May 22. The \$50 billion sum matches the amount of Chinese goods the Trump administration proposed hitting with tariffs to punish Beijing for unfair

practices to acquire American technology. Foreign Ministry Spokesman Geng Shuang said China remains open to talks, "but the opportunity for consultation and negotiation has been missed by the U.S. side time and again." [Read more.](#)

Trump administration discussing ways to compensate farmers for trade impact...

The Trump administration is working on ideas for compensating farmers who may be harmed by China's retaliatory tariffs on U.S. commodities. USDA Secretary Sonny Perdue said that while he's not at liberty to discuss mitigation details at this point, "at the proper time we will let China know they will not be able to affect our agricultural policies and our political decisions over trade by ... holding agriculture hostage." The Trump administration via USDA has wide authority to assist U.S. producers, including direct payments and legal aid. But U.S. Trade Representative Robert Lighthizer has previously questioned why one sector such as agriculture should be singled out for assistance when other industries are impacted as well. If the trade conflict continues during the upcoming U.S. farm bill debate, this topic could be part of several amendments offered during floor debate in both the House and Senate.

What could China do to lessen the impact on itself?... The impact on Chinese imports of U.S. soybeans will be diminished for the next six months, when China seasonally imports them mostly from South America. And, China has recently aggressively booked Brazilian soybean supplies. The country could also tap the government's emergency strategic reserves and adjust the ingredients that go into feed. "Some people say they could just drain their state reserves. That's a possibility, [but] nobody knows how many tonnes are in it," said U.S. Soybean Export Council Asia Director Paul Burke. Meanwhile, exporters who have soybean sales and other U.S. farm products on the books wonder if those eventual shipments will be include in the Chinese tariff action. A third of U.S. soybean exports go to China, totaling \$14 billion last year.

Grassley slams EPA biofuels blending waiver for refining giant... Grassley joined corn growers and ethanol producers in slamming a report Tuesday that refining giant Andeavor got a hardship waiver from the Renewable Fuel Standard for its three smallest refineries. Grassley said he would write to EPA Administrator Scott Pruitt to get more information on the use of the waiver. Grassley added that the waiver would "amount to a massive government handout to a big corporation that made billions in profits just last year. Giving big corporations like Andeavor a free pass when other companies are required to follow the law of the land isn't just unfair, it may be illegal."

The punishing drought in Argentina is having far-reaching impacts... The Buenos Aires Grains Exchange recently estimated that the value of the country's grain exports could be cut by up to \$3.4 billion due to the drought, and the hit to the ag economy has already dropped economic growth prospects for the country a percentage point to 2.5%. Other industries are also being affected, such as the country's meat and dairy industries that are reliant on corn and soymeal for feed. These sectors are facing more than \$600 million in losses, according to the exchange. Pork and poultry sectors, silos and trucking and shipping sectors are also seeing an impact.

Exchange raises initial margins for corn speculators... CME Group raised initial margins for speculators in the corn market by \$120 per contract to \$720 per contract. The change takes effect April 4.

Trade data confirms Brazil's livestock and poultry sectors struggling... Brazil exported 1.017 MT of fresh chicken the first three months of the year, a 5.6% drop in volume and 12% drop in value from last year at this point, according to the meat trade group ABPA. "This year was a promising one for the sector, but the combination of rising production costs and a self-imposed export ban to the European Union had a negative impact," explains Francisco Turra, head of ABPA. European officials are visiting Brazil this week regarding food safety and the possibility of lifting export barriers. Brazil's fresh pork exports also fell 16% from year-ago the first three months of the year to 129,300 MT, as

Russia's ban on the product remains in place.

Escalating trade battle likely to pressure cattle... Trader concerns have spurred funds to liquidate long positions in the live cattle market, and today's announcement that China will target U.S. beef will only add pressure. Choice and Select boxed beef values dropped 12 cents and \$1.17, respectively, on Tuesday and amid decent movement of 129 loads. And the market fully expects another week of softer cash cattle trade given higher showlist numbers. But after a number of weeks of softer cash prices, feedlots could dig in and push for at least steady prices.

Hogs overdue for a correction, but when that will come is unclear... The nine-day relative strength index dropped to an incredibly low reading of 6.38 points yesterday, signaling the market is majorly oversold. But given ongoing trade concerns and steep downtrending posture of the market, futures could continue to bleed lower. On a positive note, pork movement perked up to 367.84 loads yesterday, but this came on a 50-cent decline for the pork cutout value. Cash hog bids also remain under pressure.

Overnight demand news... Jordan issued an international tender to buy 100,000 MT of hard milling wheat from optional origins. Algeria purchased 330,000 MT of milling wheat, likely from France. Japan is seeking to buy 125,014 MT of food-quality wheat from the U.S., Canada and Australia in its regular tender.

Today's reports:

- 2:00 p.m. [Broiler Hatchery](#) – NASS
- 2:00 p.m. [Dairy Products](#) – NASS

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From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Public Records Request 18-827 related to Chinese Tariffs
Date: Wednesday, October 24, 2018 2:33:45 PM
Attachments: [request letter.pdf](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

Rick,

If you haven't done this yet, let me know and I might have a short cut for you.

Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Walz, Sheri A - DATCP

Sent: Tuesday, October 23, 2018 11:40 AM

To: Stamm, Christine A - DATCP ; Girard, Alexander C - DATCP ; Cosh, William - DATCP ; Kline, Neil R - DATCP ; DATCP DL AD WI International AG Business Center ; Swenson, Jeffrey A - DATCP ; Monsen, Norm E - DATCP ; Gegare, Debbie E - DATCP ; Hummell, Richard P - DATCP

Cc: Brown, Sean M - DATCP ; Ingham, Steve C - DATCP ; Smithback, Kelly A - DATCP ; Bowman, Lori G - DATCP ; Mace, Melissa A - DATCP ; Konkle, Darlene M - DATCP ; Mollet, Jason L - DATCP ; Knigge, Krista M - DATCP ; Dedinsky, Paul - DATCP

Subject: Public Records Request 18-827 related to Chinese Tariffs

Hello Everyone,

I am forwarding a public records requests (our docket number 18-827). The requester started by asking for all records of the agency, but has initially narrowed their scope to Secretary's Office staff, International Trade Team staff, Division of Agricultural Development staff who work with products that may be affected by Chinese tariffs, and the Dairy Task Force. I am also copying Division Administrators, in case I am missing anyone else who may have responsive records. If your division is not currently listed, and you have responsive records, please let me know.

For the time frame of **June 1, 2017 to October 19, 2018**, the requester asks for the following records related to **Chinese tariffs**:

- Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng.
- Any and all other records mentioning, referring to, or discussing Chinese tariffs.
- Records sought: "documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services)."

All records should be provided electronically. **There is a folder on the N drive where you can place responsive records.** Please make a subfolder labeled with your name that contains all the records you provide. The address is: **N:\Public Records\ORR 18-827 Ginseng & Chinese Tariffs.**

- If there is file you think is subject to redaction, please add to your file name, "needs redaction," and send me an email briefly explaining the material you think is subject to redaction and why.
- If you spend more than one hour locating records, please send me an email with the total number of hours you spent locating responsive records. If you convert paper records to

electronic format, please let me know the total number of pages you have converted. Department policy is to respond to records requests within 10 days, when possible. Please provide records by close of business on **Thursday, November 1, 2018**. If you need additional time, let me know.

Please call or email if you have any questions.

Thank you,

Sheri

Sheri Walz

Assistant Legal Counsel – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-4740

Fax: (608) 224-5034

sheri.walz@wisconsin.gov

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Subject: FW: Public Records Request 18-827 related to Chinese Tariffs
Date: Wednesday, October 24, 2018 2:33:45 PM

1 Property of the People 1712 Eye St., NW, Suite 915 Washington, DC 20006 foia@propertyofthepeople.org (240) 249-5763 October 19, 2018 Freedom of Information Request Wisconsin Department of Agriculture, Trade, and Consumer Protection Via email: DATCPublicRecords@Wisconsin.gov This is a request for records under the Wisconsin Open Records Law, §19.31 et seq. REQUESTER INFORMATION This request is submitted on behalf of Dr. Ryan Noah Shapiro and Property of the People. 1 RECORDS SOUGHT This request is directed to the Wisconsin Department of Agriculture, Trade, and Consumer Protection. The records sought are: 1. Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng. 2. Any and all other records mentioning, referring to, or discussing Chinese tariffs. ADDITIONAL BACKGROUND INFORMATION Earlier this year, China levied a significant tariff on ginseng, an important Wisconsin commodity. Wisconsin farmers have been affected by this tariff, and by the trade war in which President Trump and the Chinese government are presently involved. 2 Requesters are interested in documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services). FORMAT The requesters ask that any releases stemming from this request be provided in digital format (soft-copy) via email or on a compact disc or other like media. 1 Property of the People is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. 2 <https://www.jsonline.com/story/news/politics/2018/07/09/china-prepares-new-tariffswisconsin-ginseng-farmers-already-feeling-effects/764499002/> 2 REQUEST FOR A COMPLETE WAIVER OF FEES Requestors are willing to pay any reasonable expenses associated with this request, however, as the purpose of the requested disclosure is in full conformity with the statutory requirements for a waiver of fees under Section 19.35, a full fee waiver should be granted. Requestors Shapiro and Property of the People regularly receive a classification as representatives of the news media for federal FOIA fee category purposes, which may inform their status under the Wisconsin law. Shapiro is a former research affiliate at the Berkman Klein Center for Internet & Society at Harvard University. Shapiro is a historian of national security, the policing of dissent, and governmental transparency. Shapiro is President of Property of the People, a governmental transparency research, analysis, and information dissemination organization. 3 Among other things, Shapiro's work has exposed improper collusion between a major agricultural lobby and a U.S. government agency entity 4 ; sparked a federal investigation of this improper collusion, resulting in the disgraced resignation of the president of the agency entity 5 ; and sparked the introduction of bipartisan legislation to curb future similar abuses by government and industry. 6 Shapiro's work has also exposed the FBI's unprecedented utilization of classified remote-installation malware to circumvent animal rights activists encryption in 2003, as well as the DOJ's subsequent failure to inform Congress of such utilization as mandated by Congress. 7 Shapiro's work has also exposed the FBI's policy of instructing FBI agents to withhold surveillance technical details from prosecutors and defendants alike. 8 Shapiro's work has also exposed FBI consideration of 3 Building upon Shapiro's extensive track record of national security, transparency, and state repression-oriented research, analysis, and information dissemination, Property of the People (PropOTP) is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. PropOTP's motto, taken from Shapiro's commentary, is, "The records of government are the property of the people. It's time for us to reclaim them." PropOTP's most publicized efforts to date have been under the umbrella of the organization's Trump-oriented project, "Operation 45." PropOTP's Operation 45 is dedicated to ensuring transparency and accountability for the Trump/Pence administration. For more on PropOTP's Operation 45, see: <http://www.salon.com/2016/11/27/foia-superhero-launches-campaign-to-make-donald-trumpsadministration-transparent/>; <https://www.thenation.com/article/your-guide-to-the-sprawling-newanti-trump-resistance-movement/>; <http://www.politico.com/story/2016/12/democrats-trumpresistance-conservative-playbook-232687>; <https://operationfortyfive.org>. 4 <http://bigstory.ap.org/article/a0a7a3fb1f6449f992f2410c577d919b/apnewsbreak-egg-groups-scrambled-over-eggless-mayo-maker>; <http://www.theguardian.com/us-news/2015/sep/02/usdaamerican-egg-board-hampton-creek-just-mayo> 5 <http://bigstory.ap.org/article/c7813b5fe68745d2a40c1d078c1542f5/egg-industry-group-ceosteps-down-after-vegan-mayo-scramble> 6 <https://www.theguardian.com/business/2016/jul/14/usda-reform-bill-agriculture-beef-eggs> 7 http://www.nytimes.com/2016/04/14/technology/fbi-tried-to-defeat-encryption-10-years-ago/files-show.html?smid=tw-nytimes&smtyp=cur&_r=0 8 <http://www.usatoday.com/story/news/2016/04/20/fbi-memos-surveillance-secrecy/83280968/> 3 federal terrorism charges against animal protectionists who expose horrific conditions on factory farms. 9 Shapiro's work has also exposed FBI targeting of Nelson Mandela and the anti-Apartheid

movement as a Communist plot imperiling U.S. national security. This included but was not limited to FBI placement of a confidential informant within Nelson Mandela's inner circle in order to provide political information to the FBI on Mandela and his anti-apartheid associates while the FBI was tasked with protecting Mandela upon Mandela's post-prison tour of the United States in 1990. 10 Shapiro's research and analysis on issues at the intersections of national security, the policing of dissent, and transparency, as well as pertaining to the Trump presidency and administration, are regularly featured in national and international media outlets. Media outlets that have covered Shapiro's work include but are not limited to: The New York Times, The Washington Post, The Los Angeles Times, The Wall Street Journal, USA Today, CNN, U.S. News & World Report, The Associated Press, Agence France-Presse, Politico, Business Insider, The International Business Times, The Atlantic, The Guardian, ABC News, CBS News, NPR, PBS, BBC World Service, The Nation, Mother Jones, Democracy Now!, The Hill, McClatchy DC, New Republic, National Journal, Columbia Journalism Review, Legal Times, PolicyMic, Government Executive, Inc., Wired, Fortune, Fox News, Fox Nation, The American Conservative, The Daily Caller, Breitbart News, Reason, New York Daily News, The Chicago Tribune, The Boston Globe, MSN News, Salon, Slate, The Daily Beast, Quartz, Vice News, Huffington Post, HuffPost Live, Yahoo News, Christian Science Monitor, Boston Business Journal, AOL News, The San Francisco Chronicle, The Houston Chronicle, The Minneapolis Star Tribune, The Independent, The Mirror, The Daily Mail, Black Entertainment Television (BET), The Boston Metro, The San Francisco Business Times, The Silicon Valley Business Journal, The Afro-American, Raw Story, The Chicago Defender, The NorthStar News & Analysis, The Atlanta Black Star, The Hollywood Reporter, NYC Today, The Mail & Guardian, Courthouse News, Japan Times, EatDrinkPolitics, Univision, HispanTV, Al Jazeera America, Grist, Ecorazzi, Green Is the New Red, PC World, PC Mag, Computer World, SearchSecurity, IntelNews, Komando.com, VegNews, Truth-Out, FireDogLake, ShadowProof, Alternet, The Verge, Consumerist, Boing Boing, Techdirt, Tickle The Wire, The Public Record, and the Freedom of the Press Foundation. Shapiro has presented invited scholarly and popular lectures on topics at the intersections of national security, the policing of dissent, and transparency at numerous leading institutions and venues. These include but are not limited to: The Massachusetts Institute of Technology, the Kennedy School of Government at Harvard University, Harvard Law School, Yale Law School, Stanford University, the New York City Bar Association, the National Institutes of Health (NIH), the Max Planck Institute for the History of Science (Berlin, Germany), Université catholique de l'Ouest (Angers, France), the University of California, Santa Barbara, The College of William & Mary, Boston University, American University (Washington, DC), The Cooper Union for the Advancement of Science and Art (New York City), the National Press Club (Washington, DC), the conference of the National Lawyers Guild, the History of Science

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https://ccrjustice.org/files/11.12.29_Greenscare_VideotapersTerrorists_LATimes.pdf 10

<http://america.aljazeera.com/articles/2014/5/28/fbi-spied-mandeladocuments.html>;

<http://www.usnews.com/news/articles/2014/07/10/the-fbi-spied-on-nelson-mandela-in-1990-ascommunist-threat>. 4 Society, the American Anthropological Association, the Society for the Social History of Medicine, the Conference on Policy History, the American Society for Environmental History, DEFCON, Boston University, University College Cork (Cork, Ireland), Suffolk University Law School, the City University of New York Law School, The Base community center in Brooklyn, NY, and Burning Books bookstore (Buffalo, NY). Shapiro's research and analysis have also been featured in television and film documentaries. For one example among others, in February 2016, a documentary centrally featuring Shapiro's FOIA research and analysis aired on the cable channel Pivot. The documentary is titled "Activists or Terrorists" and was directed by awardwinning filmmaker Brian Knappenberger and narrated by Academy Award nominated actress Maggie Gyllenhaal. This documentary constitutes episode five of Knappenberger's acclaimed documentary series "Truth and Power." The New York Times included the documentary episode "Activists or Terrorists" in its influential "What to Watch" list. 11 "Activists or Terrorists" is now available for viewing on iTunes and Amazon.com. Further, Shapiro is currently working with multiple additional television and film documentaries currently in productions that will feature our work. Shapiro is a representative of several news outlets. Shapiro is a researcher, analyst, and reporter for GreenIsTheNewRed.com (GNR). Shapiro is a representative of Sparrow Media. Shapiro is a reporter/contributor for The Public Record. The disclosure of responsive records is likely to contribute to an understanding of government operations and activities because the disclosable portions of the requested records will be meaningfully informative about those operations and activities. The vast majority of disclosable information is not already in the public domain, in either a duplicative or a substantially identical form, and therefore the disclosure would add substantial new information to the public's understanding of the Wisconsin state government and the requested records. The requesters firmly intend to analyze the requested records in order to facilitate significant expansion of public understanding of government operations. The audiences likely to be interested in the subject are broad, and include historians of modern American government, politics, culture, and national security; journalists reporting on American politics, government, national security, and society; civil liberties attorneys; advocacy and watchdog organizations, the U.S.

congress, and the broader public. *** Please do not hesitate to contact me if you have any questions concerning this request. Thank you. I appreciate your time and attention to this matter. Gunita Singh, Esq.

11 [http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

[friday.html](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

From: [Cosh, William - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Gegare, Debbie E - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: FW: question re ginseng
Date: Tuesday, March 27, 2018 10:53:21 AM

Good Morning,

I wanted to check with you on the following question when you have a moment. Thanks.

Bill

From: Lynch, David [mailto:David.Lynch@washpost.com]
Sent: Tuesday, March 27, 2018 9:52 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: question re ginseng

Mr. Cosh

Good morning. I have a question about ginseng production in Wisconsin. I understand that much of that crop is grown in Marathon County. But I'm wondering if any of it is grown in the first congressional district, which as you may know runs from Janesville in the west to Racine in the east.

I ask because China has included ginseng as among its potential targets for retaliatory tariffs, which is a subject that I cover.

Appreciate any help. Thanks.

Best,

Dave

David J. Lynch
Global economics correspondent
The Washington Post
1301 K Street NW
Washington, DC 20071
Office: 202-334-7280
Mobile: 703-999-8846
Follow me on Twitter: @davidjlynch

From: [Cosh, William - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: FW: question: for Rewind taping on FRI can i get...
Date: Thursday, April 5, 2018 4:53:32 PM

From: Andre, Ashley K - DATCP
Sent: Wednesday, April 4, 2018 3:44 PM
To: Cosh, William - DATCP ; Stamm, Christine A - DATCP
Cc: Moll, Keeley A - DATCP
Subject: RE: question: for Rewind taping on FRI can i get...

Bill,

Below is a very general statement we could send to Steve Walters depending on what direction we decide to go:

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Thanks,

Ashley Andre

Policy Initiatives Advisor – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5002

Cell Phone: (608) 220-5067

ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Wednesday, April 4, 2018 10:57 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>
Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: FW: question: for Rewind taping on FRI can i get...

I received the following request and wanted to check with you on it.

Bill

From: Steve Walters [<mailto:steven.walters@wiseye.org>]
Sent: Wednesday, April 4, 2018 10:55 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: question: for Rewind taping on FRI can i get...
...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

From: [Cosh, William - DATCP](#)
To: [Walz, Sheri A - DATCP](#)
Subject: FW: question: for Rewind taping on FRI can i get...
Date: Monday, October 22, 2018 1:08:06 PM

Bill Cosh
William2.Cosh@wisconsin.gov
Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Andre, Ashley K - DATCP
Sent: Wednesday, April 4, 2018 3:44 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: RE: question: for Rewind taping on FRI can i get...

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Thanks,

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
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To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>

Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>

Subject: FW: question: for Rewind taping on FRI can i get...

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From: Steve Walters [<mailto:steven.walters@wiseye.org>]

Sent: Wednesday, April 4, 2018 10:55 AM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: question: for Rewind taping on FRI can i get...

...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

Subject: FW: Records request #18-827
Date: Monday, October 22, 2018 12:05:52 PM

1 Property of the People 1712 Eye St., NW, Suite 915 Washington, DC 20006 foia@propertyofthepeople.org (240) 249-5763 October 19, 2018 Freedom of Information Request Wisconsin Department of Agriculture, Trade, and Consumer Protection Via email: DATCPublicRecords@Wisconsin.gov This is a request for records under the Wisconsin Open Records Law, §19.31 et seq. REQUESTER INFORMATION This request is submitted on behalf of Dr. Ryan Noah Shapiro and Property of the People. 1 RECORDS SOUGHT This request is directed to the Wisconsin Department of Agriculture, Trade, and Consumer Protection. The records sought are: 1. Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng. 2. Any and all other records mentioning, referring to, or discussing Chinese tariffs. ADDITIONAL BACKGROUND INFORMATION Earlier this year, China levied a significant tariff on ginseng, an important Wisconsin commodity. Wisconsin farmers have been affected by this tariff, and by the trade war in which President Trump and the Chinese government are presently involved. 2 Requesters are interested in documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services). FORMAT The requesters ask that any releases stemming from this request be provided in digital format (soft-copy) via email or on a compact disc or other like media. 1 Property of the People is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. 2 <https://www.jsonline.com/story/news/politics/2018/07/09/china-prepares-new-tariffswisconsin-ginseng-farmers-already-feeling-effects/764499002/> 2 REQUEST FOR A COMPLETE WAIVER OF FEES Requestors are willing to pay any reasonable expenses associated with this request, however, as the purpose of the requested disclosure is in full conformity with the statutory requirements for a waiver of fees under Section 19.35, a full fee waiver should be granted. Requestors Shapiro and Property of the People regularly receive a classification as representatives of the news media for federal FOIA fee category purposes, which may inform their status under the Wisconsin law. Shapiro is a former research affiliate at the Berkman Klein Center for Internet & Society at Harvard University. Shapiro is a historian of national security, the policing of dissent, and governmental transparency. Shapiro is President of Property of the People, a governmental transparency research, analysis, and information dissemination organization. 3 Among other things, Shapiro's work has exposed improper collusion between a major agricultural lobby and a U.S. government agency entity 4 ; sparked a federal investigation of this improper collusion, resulting in the disgraced resignation of the president of the agency entity 5 ; and sparked the introduction of bipartisan legislation to curb future similar abuses by government and industry. 6 Shapiro's work has also exposed the FBI's unprecedented utilization of classified remote-installation malware to circumvent animal rights activists encryption in 2003, as well as the DOJ's subsequent failure to inform Congress of such utilization as mandated by Congress. 7 Shapiro's work has also exposed the FBI's policy of instructing FBI agents to withhold surveillance technical details from prosecutors and defendants alike. 8 Shapiro's work has also exposed FBI consideration of 3 Building upon Shapiro's extensive track record of national security, transparency, and state repression-oriented research, analysis, and information dissemination, Property of the People (PropOTP) is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. 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For more on PropOTP's Operation 45, see: <http://www.salon.com/2016/11/27/foia-superhero-launches-campaign-to-make-donald-trumpsadministration-transparent/>; <https://www.thenation.com/article/your-guide-to-the-sprawling-newanti-trump-resistance-movement/>; <http://www.politico.com/story/2016/12/democrats-trumpresistance-conservative-playbook-232687>; <https://operationfortyfive.org>. 4 <http://bigstory.ap.org/article/a0a7a3fb1f6449f992f2410c577d919b/apnewsbreak-egg-groups-scrambled-over-eggless-mayo-maker>; <http://www.theguardian.com/us-news/2015/sep/02/usdaamerican-egg-board-hampton-creek-just-mayo> 5 <http://bigstory.ap.org/article/c7813b5fe68745d2a40c1d078c1542f5/egg-industry-group-ceosteps-down-after-vegan-mayo-scramble> 6 <https://www.theguardian.com/business/2016/jul/14/usda-reform-bill-agriculture-beef-eggs> 7 http://www.nytimes.com/2016/04/14/technology/fbi-tried-to-defeat-encryption-10-years-ago/files-show.html?smid=tw-nytimes&smtyp=cur&_r=0 8 <http://www.usatoday.com/story/news/2016/04/20/fbi-memos-surveillance-secrecy/83280968/> 3 federal terrorism charges against animal protectionists who expose horrific conditions on factory farms. 9 Shapiro's work has also exposed FBI targeting of Nelson Mandela and the anti-Apartheid

movement as a Communist plot imperiling U.S. national security. This included but was not limited to FBI placement of a confidential informant within Nelson Mandela's inner circle in order to provide political information to the FBI on Mandela and his anti-apartheid associates while the FBI was tasked with protecting Mandela upon Mandela's post-prison tour of the United States in 1990. 10 Shapiro's research and analysis on issues at the intersections of national security, the policing of dissent, and transparency, as well as pertaining to the Trump presidency and administration, are regularly featured in national and international media outlets. Media outlets that have covered Shapiro's work include but are not limited to: The New York Times, The Washington Post, The Los Angeles Times, The Wall Street Journal, USA Today, CNN, U.S. News & World Report, The Associated Press, Agence France-Presse, Politico, Business Insider, The International Business Times, The Atlantic, The Guardian, ABC News, CBS News, NPR, PBS, BBC World Service, The Nation, Mother Jones, Democracy Now!, The Hill, McClatchy DC, New Republic, National Journal, Columbia Journalism Review, Legal Times, PolicyMic, Government Executive, Inc., Wired, Fortune, Fox News, Fox Nation, The American Conservative, The Daily Caller, Breitbart News, Reason, New York Daily News, The Chicago Tribune, The Boston Globe, MSN News, Salon, Slate, The Daily Beast, Quartz, Vice News, Huffington Post, HuffPost Live, Yahoo News, Christian Science Monitor, Boston Business Journal, AOL News, The San Francisco Chronicle, The Houston Chronicle, The Minneapolis Star Tribune, The Independent, The Mirror, The Daily Mail, Black Entertainment Television (BET), The Boston Metro, The San Francisco Business Times, The Silicon Valley Business Journal, The Afro-American, Raw Story, The Chicago Defender, The NorthStar News & Analysis, The Atlanta Black Star, The Hollywood Reporter, NYC Today, The Mail & Guardian, Courthouse News, Japan Times, EatDrinkPolitics, Univision, HispanTV, Al Jazeera America, Grist, Ecorazzi, Green Is the New Red, PC World, PC Mag, Computer World, SearchSecurity, IntelNews, Komando.com, VegNews, Truth-Out, FireDogLake, ShadowProof, Alternet, The Verge, Consumerist, Boing Boing, Techdirt, Tickle The Wire, The Public Record, and the Freedom of the Press Foundation. Shapiro has presented invited scholarly and popular lectures on topics at the intersections of national security, the policing of dissent, and transparency at numerous leading institutions and venues. These include but are not limited to: The Massachusetts Institute of Technology, the Kennedy School of Government at Harvard University, Harvard Law School, Yale Law School, Stanford University, the New York City Bar Association, the National Institutes of Health (NIH), the Max Planck Institute for the History of Science (Berlin, Germany), Université catholique de l'Ouest (Angers, France), the University of California, Santa Barbara, The College of William & Mary, Boston University, American University (Washington, DC), The Cooper Union for the Advancement of Science and Art (New York City), the National Press Club (Washington, DC), the conference of the National Lawyers Guild, the History of Science

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https://ccrjustice.org/files/11.12.29_Greenscare_VideotapersTerrorists_LATimes.pdf 10

<http://america.aljazeera.com/articles/2014/5/28/fbi-spied-mandeladocuments.html>;

<http://www.usnews.com/news/articles/2014/07/10/the-fbi-spied-on-nelson-mandela-in-1990-ascommunist-threat>. 4

Society, the American Anthropological Association, the Society for the Social History of Medicine, the Conference on Policy History, the American Society for Environmental History, DEFCON, Boston University, University College Cork (Cork, Ireland), Suffolk University Law School, the City University of New York Law School, The Base community center in Brooklyn, NY, and Burning Books bookstore (Buffalo, NY). Shapiro's research and analysis have also been featured in television and film documentaries. For one example among others, in February 2016, a documentary centrally featuring Shapiro's FOIA research and analysis aired on the cable channel Pivot. The documentary is titled "Activists or Terrorists" and was directed by awardwinning filmmaker Brian Knappenberger and narrated by Academy Award nominated actress Maggie Gyllenhaal. This documentary constitutes episode five of Knappenberger's acclaimed documentary series "Truth and Power." The New York Times included the documentary episode "Activists or Terrorists" in its influential "What to Watch" list. 11 "Activists or Terrorists" is now available for viewing on iTunes and Amazon.com. Further, Shapiro is currently working with multiple additional television and film documentaries currently in productions that will feature our work. Shapiro is a representative of several news outlets. Shapiro is a researcher, analyst, and reporter for GreenIsTheNewRed.com (GNR). Shapiro is a representative of Sparrow Media. Shapiro is a reporter/contributor for The Public Record. The disclosure of responsive records is likely to contribute to an understanding of government operations and activities because the disclosable portions of the requested records will be meaningfully informative about those operations and activities. The vast majority of disclosable information is not already in the public domain, in either a duplicative or a substantially identical form, and therefore the disclosure would add substantial new information to the public's understanding of the Wisconsin state government and the requested records. The requesters firmly intend to analyze the requested records in order to facilitate significant expansion of public understanding of government operations. The audiences likely to be interested in the subject are broad, and include historians of modern American government, politics, culture, and national security; journalists reporting on American politics, government, national security, and society; civil liberties attorneys; advocacy and watchdog organizations, the U.S.

congress, and the broader public. *** Please do not hesitate to contact me if you have any questions concerning this request. Thank you. I appreciate your time and attention to this matter. Gunita Singh, Esq. 11 <http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html>

From: [Frick, Bridget M - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: Records request #18-827
Date: Monday, October 22, 2018 12:05:52 PM
Attachments: [2018.10.19_Wisconsin_Ginseng_RO.pdf](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

From: DATCP Public Records
Sent: Monday, October 22, 2018 8:57 AM
To: Gegare, Debbie E - DATCP ; Knigge, Krista M - DATCP
Subject: FW: Records request #18-827

Good morning,

Here's an open records request with a docket number of 18-827. I was told you would have this info but let me know if that is not the case.

Thanks,

Bridget Frick

Records/ Form Management Specialist – Office of Legal Counsel
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5023

Fax: (608) 224-5034

bridget.frick@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!



From: Legal Team <foia@propertyofthepeople.org>

Sent: Friday, October 19, 2018 2:33 PM

To: DATCP Public Records <datcpublicrecords@wisconsin.gov>

Subject: Records request

Good afternoon,

Attached is a records request.

Thank you!

Gunita Singh

From: [Monsen, Norm E - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Gandara, Enrique R - DATCP](#); [Stout, Lisa S - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Bao, Ashwini P. - DATCP](#); [Heinemann, Jack A - DATCP](#)
Co: [Kojima, Kyota M - DATCP](#)
File: Report On The Growth and Investment of China's Dairy Industry (2017-2018)
Subject: Report On The Growth and Investment of China's Dairy Industry (2017-2018)
Date: Tuesday, July 17, 2018 4:02:44 PM

Fyi,

Note that the publication has a charge...

-----Original Message-----

From: Amy Cile <amycile@researchhandmarkets.org>
Sent: Monday, July 16, 2018 9:21 PM
To: Monsen, Norm E - DATCP <Norm.Monsen@wisconsin.gov>
Subject: Report On The Growth and Investment of China's Dairy Industry (2017-2018)

China's dairy industry has gradually walked out of the transitional pain period to hopefully embrace high-quality growth. China's dairy industry has shown the following key features in its growth in 2017:

1. The price level of domestic raw milk remains sluggish against the backdrop of surging price of dairy materials such as raw milk, milk powder, etc. in the international market, so the disadvantage in price has seen some improvement.

From the latter half of 2014 to mid-2016, domestic as well as international raw milk price and the dairy material price had seen a constant downfall. Since the latter half of 2016, the price level of raw milk and dairy materials in the international market has rebounded. However, China's raw milk price has remained sluggish until the end of the third quarter of 2017. Dairy farming has seen an even longer period of readjustments. This round of readjustments is conducive to the supply-demand equilibrium of domestic raw milk market over the long run and is conducive to the establishment of a mechanism for the evolution of a rational price level for raw milk.

For more information please click on:

https://secure-web.cisco.com/18L2a2hHLdK6bRtHdM09ivBhK4WubNSI_5TrIC_LhV7j4YCREE+QuilU0AoJ0AKL4_1P8HBYkDqD1fMqYzI1T557XYeN5LqGuzEcgZBJ4ZGdJ4V13RkR0Q7LRP4P5p6cHIZ_7EC9kUgusU4pY046GOZG7VjP2kGw4dCQYkDISRIU0Zsqh3DOJ8aXCe84_xF1oUUrql-4T6VawLj2_LkK4G2PqgHRkKdZpDqzcsPW2_Nv0YNmMeVY1SOvRKmFY7k6TRXh7TZ67n8fpokVCP4LjrhGvDchttps%3A%2F%2Fwww.researchhandmarkets.com%2Fpublication%2Fmhb69zu8%2F4587266

2. The dairy market has seen more steady growth. Aside from the increase in price and sales value, the sales quantity of dairy products has seen a rally, showing a sound growth trend.

At the primary stage of the consumption of dairy products in China, the growth in sales of middle and higher range products can hardly offset the slide of sales of fundamental products. But with the progress of the upgrading of consumption, middle and higher range products will be more and more accepted by consumers and in turn, the sales volume of dairy products will see solid growth once again.

Regarding distribution channels, the rapid growth in convenient stores, e-commerce and etc. has played a considerable role in the increase in the sales volume of middle and top range dairy products.

Regarding market development, the dairy enterprises have vigorously and continuously tackled township and rural markets so that township and rural markets have become a new pillar for the growth of the dairy market.

3. National and regional key dairy enterprises have seen a rapid increase in revenues and further expansion of their market shares, as strongly supported by their edges in brands, renovation and distribution channels. Weaker enterprises have deteriorating operational status. Industrial integration has stepped up its pace.

The Report on Growth and Investment of China's Dairy Industry (2017-2018) will help you:

- Access key data sets for industrial growth
- Understand key factors impacting industrial growth
- Keep abreast of the status of supply-demand and future trends
- Keep abreast of the status of growth of key enterprises
- Keep abreast of the situations of industrial competitions
- Be forward-looking and able to have an accurate prediction of the overall trend of industrial growth

For more information please click on:

https://secure-web.cisco.com/18L2a2hHLdK6bRtHdM09ivBhK4WubNSI_5TrIC_LhV7j4YCREE+QuilU0AoJ0AKL4_1P8HBYkDqD1fMqYzI1T557XYeN5LqGuzEcgZBJ4ZGdJ4V13RkR0Q7LRP4P5p6cHIZ_7EC9kUgusU4pY046GOZG7VjP2kGw4dCQYkDISRIU0Zsqh3DOJ8aXCe84_xF1oUUrql-4T6VawLj2_LkK4G2PqgHRkKdZpDqzcsPW2_Nv0YNmMeVY1SOvRKmFY7k6TRXh7TZ67n8fpokVCP4LjrhGvDchttps%3A%2F%2Fwww.researchhandmarkets.com%2Fpublication%2Fmhb69zu8%2F4587266

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Thank you for your consideration.

Best Regards,

Amy Cole
Senior Manager
Research and Markets, Guinness Centre, Taylors Lane, Dublin 8, Ireland.
amy.cole@researchandmarkets.org

If you no longer wish to receive our market research updates, please click on the link below:

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From: [Heinemann, Jack A - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: FW: request from Rob Schultz
Date: Wednesday, July 25, 2018 5:03:45 PM
Attachments: [NASDA Analysis of U.S. Tariffs and Foreign Retaliatory Tariffs.pdf](#)

Rick:

I would send this document for the AG side.

I would have them contact WEDC for non-agriculture product.

Jack

From: Hummell, Richard P - DATCP
Sent: Thursday, June 28, 2018 4:09 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: FW: request from Rob Schultz

At the least, I can send Rob this tariff's analysis from NASDA, which he can extrapolate Wisconsin impact.

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Thursday, June 28, 2018 3:51 PM
To: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: Fwd: request from Rob Schultz

Rick. Can you check with the trade team?

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:(608)224-5020)
Cell Phone: [\(608\) 513-8950](tel:(608)513-8950)
Fax: [\(608\) 224-5034](tel:(608)224-5034)
William2.Cosh@wisconsin.gov

Begin forwarded message:

From: Rob Schultz <RSchultz@madison.com>
Date: June 28, 2018 at 3:50:04 PM CDT
To: "Cosh, William - DATCP" <William2.Cosh@wisconsin.gov>
Subject: RE: request from Rob Schultz

Hi Bill: Does anybody at DATCP know how many Wisconsin products are subject to new tariffs? Also, how many are ag products?

Rob Schultz
Wisconsin State Journal
PO Box 8058
Madison, WI 53708
608-252-6487 (work)
608-219-0858 (cell)
rschultz@madison.com

From: Cosh, William - DATCP [<mailto:William2.Cosh@wisconsin.gov>]
Sent: Wednesday, June 27, 2018 8:24 PM
To: Rob Schultz
Subject: Fwd: request from Rob Schultz

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:(608)224-5020)
Cell Phone: [\(608\) 513-8950](tel:(608)513-8950)
Fax: [\(608\) 224-5034](tel:(608)224-5034)
William2.Cosh@wisconsin.gov

Begin forwarded message:

From: Rob Schultz <RSchultz@madison.com>
Date: June 27, 2018 at 4:59:12 PM CDT
To: "Cosh, William - DATCP" <William2.Cosh@wisconsin.gov>
Subject: Re: request from Rob Schultz

Thanks Bill, thanks Richard!

On Jun 27, 2018, at 4:55 PM, Cosh, William - DATCP <William2.Cosh@wisconsin.gov<<mailto:William2.Cosh@wisconsin.gov>>> wrote:

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020<tel:(608)%20224-5020>
Cell Phone: (608) 513-8950<tel:(608)%20513-8950>
Fax: (608) 224-5034<tel:(608)%20224-5034>
William2.Cosh@wisconsin.gov<mailto:William2.Cosh@wisconsin.gov>

Begin forwarded message:

From: "Hummell, Richard P - DATCP" <Richard.Hummell@wisconsin.gov<mailto:Richard.Hummell@wisconsin.gov>>>
Date: June 27, 2018 at 4:30:35 PM CDT
To: "Rao, Ashwini P - DATCP" <Ashwini.Rao@wisconsin.gov<mailto:Ashwini.Rao@wisconsin.gov>>>, "Cosh, William - DATCP" <William2.Cosh@wisconsin.gov<mailto:William2.Cosh@wisconsin.gov>>>, "Stout, Lisa S - DATCP" <Lisa.Stout@wisconsin.gov<mailto:Lisa.Stout@wisconsin.gov>>>
Cc: "Heinemann, Jack A - DATCP" <Jack.Heinemann@wisconsin.gov<mailto:Jack.Heinemann@wisconsin.gov>>>
Subject: RE: request from Rob Schultz

Hi Bill – Ashwini is digging through databases now. Short turnaround for a lot of data, but we should be able to mostly accommodate the request sometime tomorrow morning.

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov<mailto:rick.hummell@wisconsin.gov>

Please complete this brief survey<https://secure.web.cisco.com/1AaGjBBhUrwN0ngdYAOWD002SPatvLD4meTrHwJjqtPYNUtyuiv0cvJnBXIcjt6gCs0mZnzXEAOCllhmQQsL0X-wwWlc2ApzKF_iPGygKqBNW9jJiDQXZ56TqMW55ygXwt7D9KMnhlybP2qxH-BSy22Hh1Lo6fTHiv2BcxqF1PppzBob2li2vVh_xQHJ3RfiNSVYo8vGYegzbsLdlyf2GnuUuYmc0FpWPG1ban2dTtQ6ut8jji6uFbnVsq6CmignqitJF6SwjibTyLjWiC-AUFRO/https%3A%2F%2Furldefense.proofpoint.com%2Fv%2Furl%3Fu%3Dhttps-3A__form.jotform.com_63393850199164%26d%3DDwMGaO%26e%3DUCja3lwhyjPGYeHcG7olbg%26r%3DlirTs-mpVWWOb5rzXRq175AZU_Rb1SxmZNTQI00Ud64%26m%3DpX956PVU3_Kg9QfyOMz0pxOhwN43kK_UqaTXvjb-p7k%26s%3D2PZBKnhWxozUJaC6e5C6PzdAxYQ6InljKEJaHPVd4%26e%3D> to help us improve our customer service. Thank you for your feedback!

From: Rao, Ashwini P - DATCP
Sent: Wednesday, June 27, 2018 4:16 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov<mailto:William2.Cosh@wisconsin.gov>>>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov<mailto:Lisa.Stout@wisconsin.gov>>>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov<mailto:Jack.Heinemann@wisconsin.gov>>>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov<mailto:Richard.Hummell@wisconsin.gov>>>
Subject: RE: request from Rob Schultz

Attached are three reports – two are on kidney beans exports to the EU (as they have different HS Codes) and one on Ag exports to the EU.

From: Cosh, William - DATCP
Sent: Wednesday, June 27, 2018 3:47 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov<mailto:Ashwini.Rao@wisconsin.gov>>>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov<mailto:Lisa.Stout@wisconsin.gov>>>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov<mailto:Jack.Heinemann@wisconsin.gov>>>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov<mailto:Richard.Hummell@wisconsin.gov>>>
Subject: request from Rob Schultz

Good Afternoon,

I just received the following request from Rob Schultz of the WI State Journal. His deadline is tomorrow morning.

Rob had seen something that said the #1 WI export to the EU was Kidney beans. He wanted to confirm whether or not that was true.

He also wanted to see if we could get him a list of the top 20 exports from WI to the EU, Canada and Mexico (and he wanted it broken down as specific as we could get – the example he gave is “I don’t want something that just says Dairy products are one of the top 20 exports, but would like to see it broken down by item like “Whey.”

Any information that you would for him would be greatly appreciated. Thanks.

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov<mailto:William2.Cosh@wi.gov>

From: [Schmitt, Kathy M - DATCP](#)
To: [DATCP DL AD Farm Center Madison](#)
Subject: FW: September 2018 Updates from the Wisconsin Farm Service Agency
Date: Tuesday, September 4, 2018 8:46:02 AM

Good list of FSA disaster programs and other resources, including the Farm Center!

From: USDA Farm Service Agency <usdafsa@service.govdelivery.com>
Sent: Friday, August 31, 2018 5:22 PM
To: Wetuski, Carol - RD, Stevens Point, WI <Carol.Wetuski@wi.usda.gov>
Subject: September 2018 Updates from the Wisconsin Farm Service Agency

September 2018



Farm Service Agency **Electronic News Service**

NEWSLETTER

GovDelivery

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- [USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation](#)
- [FSA Offers Joint Financing Options on Direct Farm Ownership Loans](#)
- [Report Noninsured Crop Disaster Assistance Program \(NAP\) Losses](#)
- [Wisconsin Farm Center Offers Assistance to FSA Customers](#)
- [2-1-1 Resources Available in Wisconsin](#)
- [Current Interest Rates](#)

Wisconsin FSA Newsletter

Wisconsin Farm Service Agency

8030 Excelsior Dr.
Suite 100
Madison, WI 53717

Phone: 608-662-4422
Fax: 855-758-0755

State Executive Director:
Sandy Chalmers

Farm Loan Chief:
Tom Brandt

A Message from Sandy Chalmers

First, our hearts go out to those of you who are suffering from the record-setting floods in western and central Wisconsin. As I write this, emergency response is underway, and more rain is in the forecast. Please remember to report weather-related losses and damage to your county FSA office. Your reports are used as the basis for a potential disaster designation. Your FSA staff will also have information on eligibility for disaster programs, including programs designed to offset livestock and feed losses. Program information is also available on farmers.gov/recover.

Signup will begin for the Market Facilitation Program on September 4. MFP will provide payments to eligible producers of commodities

Farm Program Chiefs:

Greg Biba
John Palmer

State Committee:

Lisa Condon, Chair
Thomas Gillis
David Heideman
Tom McClellan

www.fsa.usda.gov/wi

impacted by unjustified retaliatory tariffs, including dairy, hogs, corn, soybeans, and wheat. Producers must have completed harvest on a commodity before a payment will be issued.

Some of you may want to wait until all crops are harvested to visit your FSA office. If you want to come in earlier for your payment on dairy, hogs, and wheat, we will be ready to take your application and issue your payment. We'll issue another payment to you when your corn and bean harvest is wrapped up. Either way, we expect high interest in this program, so it's always best to call ahead and make an appointment.

MFP details are available on farmers.gov/mfp or at your local FSA office.

Sandy Chalmers
State Executive Director

Dates to Remember

September 1, 2018: [Noninsured Crop Disaster Assistance Program \(NAP\)](#) deadline for 2019 Value Loss Crops including ginseng, turf grass sod, aquaculture, mushrooms, and Christmas trees

September 4, 2018: Signup begins for the [Market Facilitation Program](#) for corn, cotton, sorghum, soybeans, wheat, dairy, and hogs

September 30, 2018: [NAP Application](#) deadline for 2019 crops including alfalfa, birdsfoot trefoil, clover, grasses, mixed forages, rhubarb, rye, triticale, vetch, wheat, and other winter-seeded small grains and perennial forage

November 15, 2018: [Acreage reporting](#) deadline for 2019 crops including fall-seeded crops, perennial forage, fall mint, pasture, rangeland, and forage

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Programs Available for Producers Impacted by Flood and Heavy Rains

Wisconsin Farm Service Agency (FSA) reminds farmers and ranchers across the state of federal farm program benefits that may be available to help eligible producers recover from recent heavy rains and flooding.

FSA offers disaster assistance and low-interest loan programs to assist agricultural producers in their recovery efforts following floods or similar qualifying natural disasters.

Available programs and loans include:

[Non-Insured Crop Disaster Assistance Program \(NAP\)](#) - provides financial assistance to producers of non-insurable crops when low yields, loss of inventory, or prevented planting occur due to natural disasters (includes native grass for grazing). Eligible producers must have purchased NAP coverage for 2018 crops.

[Livestock Indemnity Program \(LIP\)](#) - offers payments to eligible producers for livestock death losses in excess of normal mortality due to adverse weather. Eligible losses may include those determined by FSA to have been caused by hurricanes, floods, blizzards, wildfires, tropical storms, tornadoes lightning, extreme heat, and extreme cold. Producers will be required to provide verifiable documentation of death losses resulting from an eligible adverse weather event and must submit a notice of loss to their local FSA office within 30 calendar days of when the loss of livestock is apparent.

Tree Assistance Program (TAP) – provides assistance to eligible orchardists and nursery tree growers for qualifying tree, shrub, and vine losses due to natural disaster.

Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program (ELAP) - provides emergency relief for losses due to feed or water shortages, disease, adverse weather, or other conditions, which are not adequately addressed by other disaster programs. ELAP covers physically damaged or destroyed livestock feed that was purchased or mechanically harvested forage or feedstuffs intended for use as feed for the producer's eligible livestock. In order to be considered eligible, harvested forage must be baled; forage that is only cut, raked or windrowed is not eligible. Producers must submit a notice of loss to their local FSA office within 30 calendar days of when the loss is apparent.

ELAP also covers up to 150 lost grazing days in instances when a producer has been forced to remove livestock from a grazing pasture due to floodwaters.

For beekeepers, ELAP covers beehive losses (the physical structure) in instances where the hive has been destroyed by a natural disaster including flooding, high wind, and tornadoes.

Emergency Loan Program – Available to producers with agriculture operations located in a county under a primary or contiguous Secretarial Disaster designation. These low-interest loans help producers recover from production and physical losses due to drought or flooding. (**NOTE:** A Secretarial Disaster designation has not been declared as of the writing of this newsletter. Watch local news releases and GovDelivery for future information.)

Emergency Conservation Program (ECP) - provides emergency funding for farmers and ranchers to rehabilitate land severely damaged by natural disasters; including fence losses.

HayNet - is an Internet-based Hay and Grazing Net Ad Service allowing farmers and ranchers to share 'Need Hay' ads and 'Have Hay' ads online. Farmers also can use another feature to post advertisements for grazing land, specifically ads announcing the availability of grazing land or ads requesting a need for land to graze. For more information visit www.fsa.usda.gov/haynet.

To establish or retain FSA program eligibility, farmers and ranchers must report prevented planting and failed acres (crops and grasses). Prevented planting acreage must be reported on form CCC-576, Notice of Loss, no later than 15 calendar days after the final planting date as established by FSA and Risk Management Agency (RMA).

For more information on disaster assistance programs and loans, visit www.fsa.usda.gov/ or contact your local FSA office. To find your local FSA county office, visit <http://offices.usda.gov>.

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USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation

USDA is taking action to assist farmers in response to trade damage from unjustified retaliation by foreign nations. As [announced last month](#), USDA will authorize up to \$12 billion in programs, consistent with our World Trade Organization obligations.

These programs will assist agricultural producers to meet the costs of disrupted markets:

- USDA's Farm Service Agency (FSA) will administer the Market Facilitation Program (MFP) to provide payments to corn, cotton, dairy, hog, sorghum, soybean, and wheat producers starting Sept. 4, 2018. An announcement about further payments will be made in the coming months, if warranted.
- USDA's Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities unfairly targeted by unjustified retaliation. USDA's Food and Nutrition Service (FNS) will distribute these commodities through nutrition assistance programs, such as The Emergency Food Assistance Program (TEFAP) and child nutrition programs.
- Through the Foreign Agricultural Service's (FAS) Agricultural Trade Promotion Program (ATP),

\$200 million will be made available to develop foreign markets for U.S. agricultural products. The program will help U.S. agricultural exporters identify and access new markets and help mitigate the adverse effects of other countries' restrictions.

The Market Facilitation Program is established under the statutory authority of the Commodity Credit Corporation (CCC) and administered by FSA. For each commodity covered, the payment rate will be dependent upon the severity of the trade disruption and the period of adjustment to new trade patterns, based on each producer's actual production.

Interested producers can apply after harvest is 100 percent complete and they can report their total 2018 production. Beginning Sept. 4 of this year, Market Facilitation Program applications will be available online at www.farmers.gov/mfp. Producers will also be able to submit their applications in person, by email, fax or by mail.

For detailed information, including initial payment rates and to view U.S. Secretary of Agriculture Sonny Perdue's video message on the Market Facilitation Program, read the full [USDA press release](#).

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FSA Offers Joint Financing Options on Direct Farm Ownership Loans

The USDA Farm Service Agency's (FSA) [Direct Farm Ownership loans](#) are a resource to help farmers and ranchers become owner-operators of family farms, improve and expand current operations, increase agricultural productivity, and assist with land tenure to save farmland for future generations.

Depending on the applicant's needs, there are three types of Direct Farm Ownership Loans: regular, joint financing, and down payment. FSA also offers a [Direct Farm Ownership Microloan](#) option for smaller financial needs up to \$50,000.

Joint financing allows FSA to provide more farmers and ranchers with access to capital. FSA lends up to 50 percent of the total amount financed. A commercial lender, a State program, or the seller of the property being purchased provides the balance of loan funds, with or without an FSA guarantee.

In addition, down payment loans are a type of Farm Ownership loan available to beginning farmers and underserved farmers. Similar to joint financing loans, a participating lender is required. The applicant provides a minimum down payment of 5% and qualifies for more favorable rates and terms.

To be eligible, the operation must be an eligible farm enterprise. Farm Ownership loan funds cannot be used to finance nonfarm enterprises and all applicants must be able to meet general eligibility requirements. Loan applicants are also required to have participated in the business operations of a farm or ranch for at least three years out of the 10 years prior to the date the application is submitted. The applicant must show documentation that their participation in the business operation of the farm or ranch was not solely as a laborer.

The maximum loan amount for any of these Direct Farm Ownership loans is \$300,000.

For more information about FSA Loan programs, contact your local FSA office or visit www.fsa.usda.gov. To find your local FSA office, visit <http://offices.usda.gov>.

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Report Noninsured Crop Disaster Assistance Program (NAP) Losses

The Non-Insured Crop Disaster Assistance Program (NAP) provides financial assistance to producers of non-insurable crops when low yields, loss of inventory, or prevented planting occur due to natural disasters including freeze, hail, excessive moisture, excessive wind or hurricanes, flood, excessive

heat, and qualifying drought (including native grass for grazing), among others.

Eligible producers must have purchased NAP coverage for 2018 crops. A notice of loss must be filed within 15 calendar days of when the loss is apparent or 15 calendar days after the normal harvest date.

Eligible crops must be commercially produced agricultural commodities for which crop insurance is not available, including perennial grass forage and grazing crops, fruits, vegetables, mushrooms, floriculture, ornamental nursery, aquaculture, turf grass, ginseng, honey, maple sap, bioenergy, and industrial crops.

For more information on NAP, contact your [local FSA office](#) or visit www.fsa.usda.gov/nap.

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Wisconsin Farm Center Offers Assistance to FSA Customers

Many farmers balance the needs of their family and farm above everything else, often ignoring their own needs. As farmers continue to endure an extended period of tough economic conditions, the Wisconsin Farm Service Agency wants to remind farmers and landowners that help is available.

The **Wisconsin Farm Center** at the Department of Agriculture, Trade and Consumer Protection (DATCP) is there for farmers to call for guidance on finances, farm succession planning, and other issues they may be dealing with. Farm Center staff work with farmers and their families one-on-one to address each personal situation. All services are **free and confidential**.

Farmers, whether beginning their career or nearing retirement, can experience challenging situations. Staff are able to walk through options with farmers about how to navigate difficult personal or financial situations. While at times, alternatives may seem very limited, sometimes an outside perspective can help bring light to possibilities.

Just as taking care of physical health is important, so is taking care of mental health. Those in need are encouraged to reach out for help and utilize available resources by calling the Wisconsin Farm Center at 800-942-2474. Staff are available Monday through Friday from 7:45 a.m.-4:30 p.m.

If there is a mental health emergency during non-office hours, they should contact 911 or the National Suicide Prevention Lifeline at 1-800-273-8255.

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2-1-1 Resources Available in Wisconsin

The Wisconsin Farm Service Agency would like to remind producers of a **free and confidential** resource for all Wisconsin residents. **2-1-1 Wisconsin** is an information helpline and website that links people from all communities and ages to essential health and human services they need, 24 hours a day, seven days a week.

2-1-1 provides access to information and resources including utilities assistance, mental health services, financial and tax assistance, and health care information. You can reach the resource by dialing 2-1-1 on your phone from anywhere in Wisconsin or visiting www.211wisconsin.org. From there, residents are linked to information about local resources from both government and nonprofit organizations.

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Current Interest Rates

Loan Interest Rates

*Interest rates are announced at the beginning of each month.

[Click here to find notification of current FSFL and commodity loan interest rates.](#)

[Click here to view current Farm Loan interest rates.](#)

Farm Loans- SEPTEMBER 2018

Farm Operating- Direct: 3.750%

Farm Operating- Microloan: 3.750%

Farm Ownership- Direct: 4.000%

Farm Ownership- Microloan: 4.000%

Farm Ownership- Direct, Joint Financing: 2.500%

Farm Ownership- Down Payment: 1.50%

Emergency Loan- Amount of Actual Loss: 3.750%

Farm Storage Facility Loans (FSFL)-AUGUST 2018

***Note-** FSFL and Commodity loan interest rates are not announced until the first of the applicable month. Listed below are interest rates for loans approved in August 2018. Interest rates below are subject to change for September 2018 but give a general idea of the interest rate range.

3-year FSFL: 2.625%

5-year FSFL: 2.750%

7-year FSFL: 2.875%

10-year FSFL: 2.875%

12-year FSFL: 2.875%

9-Month Commodity Loans AUGUST 2018

Marketing Assistance Loan: 3.375%

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From: [Cosh, William - DATCP](#)
To: [Kline, Neil R - DATCP](#)
Subject: FW: Talking Points - Tariffs
Date: Wednesday, August 29, 2018 10:52:14 AM
Attachments: [Talking Points - Tariffs and Export.pdf](#)

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Hummell, Richard P - DATCP
Sent: Thursday, August 23, 2018 2:17 PM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Cc: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Talking Points - Tariffs

Good afternoon Krista and Jack,

Attached are some Talking Points related to tariffs. They have been reviewed and approved by Sec. Harsdorf.

For your convenience, I've also have included info about the IABC and its mission and services.

Thank you!

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

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From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#); [Heinemann, Jack A - DATCP](#)
Subject: FW: Tariff Impact: FFT Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmers
Date: Tuesday, April 24, 2018 12:22:43 PM

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Carly Grether
Sent: Tuesday, April 24, 2018 9:20 AM
To: Carly Grether
Cc: Amanda Culp
Subject: Tariff Impact: FFT Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmers

Dear COSDA Members,

Please see below from Farmer for Free Trade:

FOR IMMEDIATE RELEASE – 4/24/18 CONTACT: matt@farmersforfreetrade.com

Tariff Impact: Farmers for Free Trade Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmers

FFT releases 'Farmers Pay the Price' a guide to how retaliatory tariffs from the 232 trade action hurt American exports of fruit, nuts, pork and other commodities

READ THE [FULL REPORT HERE](#)

(Washington, D.C.) – Farmers for Free Trade, a bipartisan campaign to rebuild support for trade at the grassroots level, today released [a new report](#) highlighting the significant impact Chinese retaliation from steel and aluminum tariffs will have on **U.S. wine, almond, walnut, pork, cherry, and many other commodity producers. The report also shows how economies of certain states will be hit hardest** as a result. This new report is a part of the ongoing effort by Farmers for Free Trade to illustrate the negative impacts tariffs on American agriculture and amplify the voices of the many farmers who will be hurt by them.

“The tariffs described in this report are a tax on American farmers. They increase the cost of exporting, depress the prices of farm futures, and end up hurting the bottom lines of farmers in states across the country,” said **Senators Richard Lugar and Max Baucus**, Co-Chairs of Farmers for Free Trade. “They also incentivize trading partners like China to look to other markets for their imports. That means that trading relationships that took decades to develop can evaporate overnight. And as many farmers and trade experts know, once you lose an export market it doesn’t come back immediately, in fact, it often takes many years for trading relationships to recover.”

Some of the top states impacted include California, Iowa, Washington, Missouri, and North Carolina. Retaliatory tariffs from the Section 232 trade action on steel and aluminum are 15 percent on all products excluding pork, which faces a 25% tariff.

Farmers for Free Trade will join with farmers from across California and the California Secretary of Food and Agriculture on Thursday, April 26th in Sacramento for an event that will highlight the negative impacts of these tariffs on California exports. For more on that event please contact

matt@farmersforfreetrade.com,

Farmers for Free Trade is a bipartisan campaign to rebuild support for trade and is dedicated to supporting and expanding the economic benefits of free trade for farmers and ranchers. It's working to keep, enhance and advance trade agreements by lending a pragmatic voice to negotiations impacting the industry. Farmers for Free Trade is co-chaired by former U.S. Senators Max Baucus (D-MT) and Richard Lugar (R-IN). For more information, please contact info@farmersforfreetrade.com, follow us [@FarmersForTrade](https://twitter.com/FarmersForTrade) or visit www.FarmersForFreeTrade.com.

###

From: [Stamm, Christine A - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Lisa S - DATCP Stout \(Lisa.Stout@wisconsin.gov\)](#); [Enrique R - DATCP Gandara \(Enrique.Gandara@wisconsin.gov\)](#); [Lu, Jennifer Y - DATCP](#); [Rao, Ashwini P - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: FW: Tariff/Trade Resource & Update
Date: Thursday, June 28, 2018 10:58:00 AM
Attachments: [NASDA Analysis of U.S. Tariffs and Foreign Retaliatory Tariffs.pdf](#)

From: Alex Noffsinger <alex@nasda.org>
Sent: Thursday, June 28, 2018 9:54 AM
To: Alex Noffsinger <alex@nasda.org>
Cc: Policy Unit <PolicyUnit@nasda.org>
Subject: Tariff/Trade Resource & Update

Good morning,

With so much happening on tariffs and trade, we wanted to take this opportunity to provide a few updates as well as a resource on the different tariffs and retaliatory actions from our trading partners.

Additionally, we'd like to know what you're hearing from various stakeholders in your state around the issue of tariffs and trade. Feel free to reach out with any feedback you'd like to share. Thanks!

Attached - [NASDA Chart/Fact Sheet on U.S. Tariffs and Retaliation](#)

Tariff Amendment Proposed, Defeated in Senate Farm Bill

Senator Corker (R-TN) proposed an amendment (SA 3091) to the Senate Farm Bill that would've required Congressional approval before the adjustment by the President of imports determined to threaten to impair national security. However, Sen. Sherrod Brown (D-OH) blocked the amendment on Wednesday. It's worth noting that Senate Agriculture Chairman Pat Roberts (R-KS) preferred the Senate Finance Committee, which oversees trade issues in the Senate, to consider the amendment as a standalone bill (Senate Ag. Committee Ranking Member Debbie Stabenow (D-MI) agrees with Sen. Roberts, believing the Corker Amendment could divide the Senate).

Per reporting from [The Hill](#), Senate Finance Committee Chairman Orrin Hatch (R-UT) said on Tuesday that he plans to move legislation in the Senate Finance Committee to address Section 232 tariff authority, with other committee members, such as Sen. Rob Portman (R-OH), calling for hearings to be held on the issue.

Timeline on USDA Trade Mitigation Efforts

Speaking at United Fresh's conference in Chicago, Secretary Perdue reiterated that the Commodity Credit Corporation (CCC) could be used to alleviate financial harm inflicted by tariffs on producers, and that it's his goal to have the plan in place by Labor Day. For more information, see the Chicago Tribune's [published interview](#) with Secretary Perdue.

The CCC has the authority to borrow up to \$30 billion from the Treasury Department to compensate farmers and ranchers for financial losses through loans, purchases, and payments. One option is for the CCC to purchase affected commodities, such as soybeans. Secretary Perdue also mentioned that USDA is working on a weekly basis to determine how much of the market disruptions can potentially be attributed directly to retaliatory tariffs ([Ag Web](#)).

China Drops Tariffs on Asian Animal Feed

[Reuters](#) reported on Tuesday that China will remove import tariffs on animal feed ingredients, including soybeans and soymeal, from Bangladesh, India, Laos, South Korea and Sri Lanka. While India is the only country that isn't a relatively small producer of soybeans, the move, scheduled since March, is indicative of China's push to diversify its sourcing of soybean imports.

Alex Noffsinger

Coordinator, Public Policy

National Association of State Departments of Agriculture

(202) 296-9680 office

(571) 429-6589 direct

(734) 646-5647 mobile

From: [Girard, Alexander C - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: FW: Tariffs and Trade Information
Date: Wednesday, April 11, 2018 6:27:00 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)

From: Stamm, Christine A - DATCP
Sent: Wednesday, April 11, 2018 4:52 PM
To: Krebs, Samuel - GOV <Samuel.Krebs@wisconsin.gov>
Cc: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Tariffs and Trade Information

Sam,
Alex Girard is having computer problems and therefore I am sending this on his behalf.

Kind regards,
Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#)
To: [Rao, Ashwini P - DATCP](#)
Subject: FW: The Dey Times - July 2018: New Tariffs and How They Will Affect U.S. Businesses, CBP Changes, Freight Rates & More!
Date: Tuesday, July 10, 2018 11:20:00 AM

Should we send our activities to ME Dey for their newsletter?

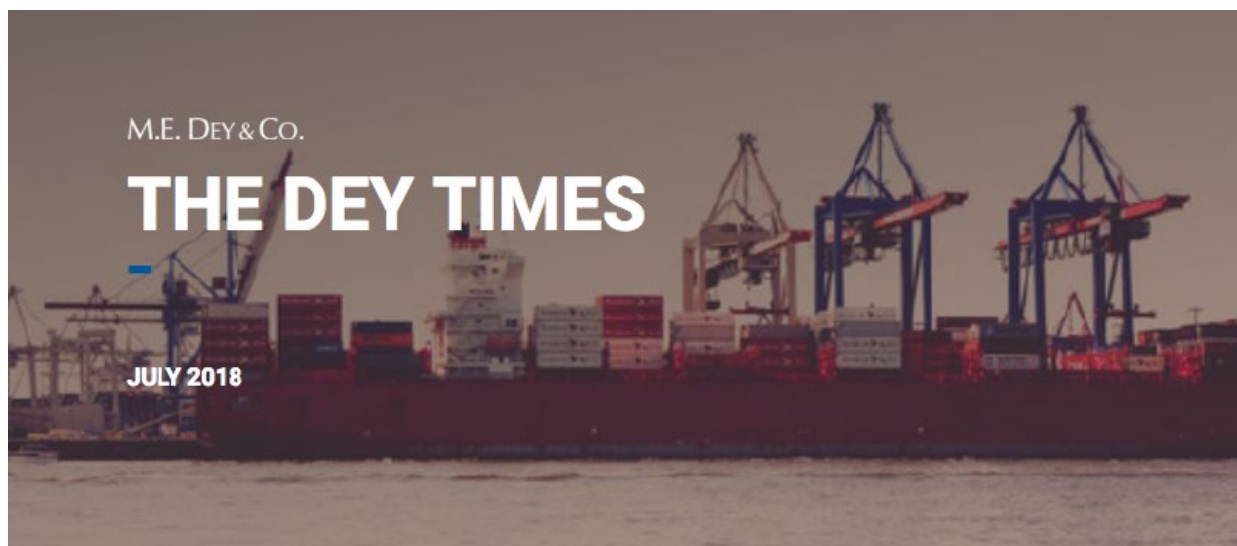
From: M.E. Dey & Co. Inc. <connect@medey.com>

Sent: Tuesday, July 10, 2018 10:02 AM

To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>

Subject: The Dey Times - July 2018: New Tariffs and How They Will Affect U.S. Businesses, CBP Changes, Freight Rates & More!

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NEW TARIFFS AND HOW THEY WILL AFFECT US BUSINESSES

THE LATEST PRESIDENTIAL TARIFFS TOOK
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TARIFFS!

BY ROB GARDENIER | M.E. DEY & CO.

34 countries have initiated retaliatory tariffs against US exports.

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FREIGHT RATE UPDATE - JULY 2018

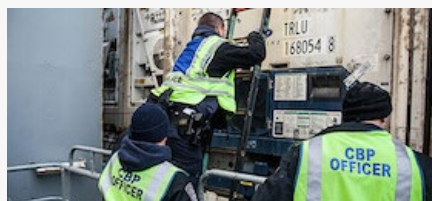


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ROB GARDENIER | M.E. DEY & CO.

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From: [Friar, Frank P - DATCP](#)
To: [DATCP DL AD WI Farm Center](#)
Subject: FW: The Hammer Falls
Date: Monday, April 16, 2018 2:15:26 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)

Frank Friar

Economic Development Consultant – Division of Agriculture Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5049

Cell Phone: 608-576-6236

Fax: 608-224-5107

Email: Frank.Friar@wisconsin.gov

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From: AgWeb AM [<mailto:aginfo@farmjournal.com>]

Sent: Monday, April 16, 2018 6:07 AM

To: Friar, Frank P - DATCP

Subject: The Hammer Falls

Trump: We'll 'Make it Up' to Farmers



April 16, 2018 | [View in Browser](#)

TODAY'S TOP STORIES



[Trump: We'll 'Make it Up' to Farmers](#)

President Donald Trump acknowledged this week that farmers could be adversely affected by the escalating tariff dispute with China, but promised to make it up to them, saying they "will be better off than they ever were."

[Read More](#)

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[Paul Neiffer: Musings on Tax Reform](#)

It was a long, slow haul to get tax reform approved, but late in 2017 the Tax Cuts and Jobs Act was officially signed by President Donald Trump and is now the law. However, the intent of Section 199A to provide a tax cut for individuals, as compared to corporations, was flawed and Congress finally “fixed” it in late March.

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[The Hammer Falls](#)

Tough talks on trade continue to escalate tensions between the U.S. and China as both countries threaten to impose more tariffs. Soybeans, cotton and beef are some of the products next in line to take hits from Chinese tariffs that could go into effect after May 11.

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[Man Barely Escapes Oklahoma Wildfire](#)

More than 200,000 acres have already burned in western Oklahoma near Woodward. High winds and growing drought continues to expand across the southwest.

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[Pete's Pick of the Week: 2016 John Deere 8320R](#)

This 2016 John Deere 8320R, 172 hours, sold for \$222,500 yesterday on a northwest Minnesota farm auction. This is the second-highest auction price ever for a John Deere 8320R.

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[Monsanto Partners With RNAgri To Develop New Products](#)

To use RNA interference (RNAi) technology, Monsanto is partnering with RNAgri, a St. Louis-based startup.

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Crop Comments



[Crop Comment](#) [Craighead County, Ark.](#)

Lots of corn and rice going into the ground this week in Northeast Arkansas. A few early soybeans being planted also but most farmers waiting on warmer weather for beans. No cotton planting yet.

[Read More](#)

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Find out what's happening across farm country and put your farm on the map on AgWeb's Crop Comments.

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From: [Schmitt, Kathy M - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: FW: TIME CHANGE: Farm Center Meeting
Date: Monday, July 30, 2018 9:21:50 AM
Attachments: [Farm Center Agenda 7-30-18.docx](#)

FYI

Kathy Schmitt
Bureau Director, Farm and Agribusiness Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5048
Cell Phone: (608) 220-9296
Fax: (608) 224-5107
Kathy.schmitt@Wisconsin.gov

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From: Sullivan, Angie C - DATCP
Sent: Monday, July 30, 2018 8:17 AM
To: Lochner, Michael V - DATCP <Michael.Lochner@wisconsin.gov>; Friar, Frank P - DATCP <Frank.Friar@wisconsin.gov>; Brandel, Tracy L - DATCP <Tracy.Brandel@wisconsin.gov>; Swenson, Jeffrey A - DATCP <Jeffrey.Swenson@wisconsin.gov>; Monsen, Norm E - DATCP <Norm.Monsen@wisconsin.gov>; Ourada, Jack P - DATCP <Jack.Ourada@wisconsin.gov>
Cc: Schmitt, Kathy M - DATCP <Kathy.Schmitt@wisconsin.gov>
Subject: TIME CHANGE: Farm Center Meeting

Hi all,

The Farm Center meeting will begin at 9:30 this morning instead of 10:00, as **Doug Lund from FSA will be here** at DATCP to give us a presentation on special credit.

Attached is the agenda for the meeting – no need to print as I will have copies for everyone.

See you at 9:30!

Angie Sullivan, Ag Program Supervisor
Wisconsin Farm Center
Organics, Grazing, Financial and Transition Planning
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
2811 Agriculture Drive
Madison, WI 53708
Direct line: 608-224-5095
Toll Free: 800-942-2474
Cell: 608-235-5237
Fax: 608-224-5107
angie.sullivan@wisconsin.gov



From: [Cosh, William - DATCP](#)
To: [Andre, Ashley K - DATCP](#); [Gilson, Donna J - DATCP](#); [Hummell, Richard P - DATCP](#); [Albracht, Jerad - DATCP](#); [Duwe, Leeann M - DATCP](#); [McGraw, Paul J - DATCP](#)
Subject: FW: TODAY: Pet Food and Tariffs
Date: Friday, April 6, 2018 11:25:54 AM
Attachments: [AAFCO Talking Point for 4-6-18 meeting.pdf](#)

Just an FYI.

From: Amanda Culp [mailto:Amanda@nasda.org]

Sent: Friday, April 6, 2018 9:37 AM

To: Hector Castro (hcastro@agr.wa.gov)

Subject: TODAY: Pet Food and Tariffs

COSDA Members,

This is a reminder for our conference call today at 2 PM ET. In advance of our call, the Association of American Feed Control Officials (another NASDA affiliate) share their talking points.

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: Amanda Culp

Sent: Wednesday, April 04, 2018 9:15 AM

To: Hector Castro (hcastro@agr.wa.gov)

Subject: COSDA: Pet Food and Tariffs

COSDA Members,

We will be hosting a conference call this Friday, April 6 at 2 PM ET to discuss strategy and share resources on the Chinese tariffs on agricultural goods in response to U.S. steel and aluminum tariffs. We will also be discussing strategy around response to film documentary inquiries. Christi Lightcap from Colorado will share her experience in this area and others are welcome to share as well.

Dial-In Number: +1 (267) 930-4000

Participant Access: 833 225 269

To join the conference on your iOS Device, click this link: <http://rconf.net/2qtgiXB>

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Stamm, Christine A - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Stout, Lisa S - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Gandara, Enrique R - DATCP](#); [Rao, Ashwini P - DATCP](#)
Subject: FW: Today: White House Briefing Call
Date: Monday, August 27, 2018 3:04:34 PM
Attachments: [Factsheet - President Donald J. Trump Is Keeping His Promise To Renegoti....pdf](#)
[Remarks by President Trump in Phone Call with President Peña Nieto of Me....pdf](#)
[Statement from Vice President Mike Pence on the United States–Mexico Tra....pdf](#)
[USTR Press Release - Strengthening NAFTA for Agriculture .pdf](#)
[USTR Press Release - Rebalancing NAFTA to Support Manufacturing.pdf](#)
[USDA - Statement of Secretary Perdue on U.S.-Mexico Trade Agreement.pdf](#)

From: Lagomarsino, Katie R. EOP/WHO <Katie.R.Lagomarsino@who.eop.gov>
Sent: Monday, August 27, 2018 12:45 PM
To: Hoelscher, Douglas L. EOP/WHO <Douglas.L.Hoelscher@who.eop.gov>
Subject: RE: Today: White House Briefing Call

Good afternoon,

In preparation for our 2 p.m. ET briefing call, please see the attached documents:

- **Factsheet** – President Donald J. Trump Is Keeping His Promise To Renegotiate NAFTA (attached)
- **Transcript** – Remarks by President Trump in Phone Call with President Peña Nieto of Mexico on the United States-Mexico Trade Agreement (attached)
- **Vice President** – Statement from Vice President Mike Pence on the United States–Mexico Trade Agreement (attached)
- **USTR Press Release** – Strengthening NAFTA for Agriculture (attached)
- **USTR Press Release** – Rebalancing NAFTA to Support Manufacturing (attached)
- **USDA** - Statement of Secretary Perdue on U.S.-Mexico Trade Agreement (attached)

Thank you,
Katie Lagomarsino
(202) 881-9205

From: Lagomarsino, Katie R. EOP/WHO
Sent: Monday, August 27, 2018 12:15 PM
To: Hoelscher, Douglas L. EOP/WHO <Douglas.L.Hoelscher@who.eop.gov>
Subject: Today: White House Briefing Call

State and Local Leaders,

You are invited to a call with Administration officials **today, Monday, August 27 at 2:00 p.m. ET**. This will be a Background Briefing on the Trade Deal with Mexico.

White House Briefing

- Date: Monday, August 27
- Time: 2:00 p.m. ET
- [RSVP HERE](#): Please note you will receive dial-in information after you RSVP.

Please let me know if you have any questions.

Katie Lagomarsino
Special Projects Manager
White House Office of Intergovernmental Affairs
O: 202.456.4754 | C: 202.881.9205 | E: Katie.R.Lagomarsino@who.eop.gov

From: [Mary Knigge](#)
To: [Knigge, Krista M - DATCP](#)
Subject: FW: Trump's tariffs face election-focused heat in Wisconsin
Date: Thursday, October 25, 2018 6:37:44 PM

From: POLITICO Pro <politicoemail@politicopro.com>
Sent: Thursday, October 25, 2018 4:44 PM
To: Mary Knigge <mknigge@dfamilk.com>
Subject: Trump's tariffs face election-focused heat in Wisconsin

Trump's tariffs face election-focused heat in Wisconsin

By Ryan McCrimmon

10/25/2018 04:42 PM EDT

Wisconsin farm and business groups slammed President Donald Trump's steel and aluminum tariffs at a gathering in Waukesha on Thursday, one day after the president touted his trade achievements at a political rally in the state.

Jim Holte, president of the Wisconsin Farm Bureau Federation, said Trump's tariffs and the retaliatory duties on U.S. agricultural products they spawned are "more frustrating than a broken combine during peak season." Holte joined other business leaders for a town hall event organized by the Association of Equipment Manufacturers and an advocacy campaign called Tariffs Hurt the Heartland, which was organized by Farmers for Free Trade and Americans for Free Trade.

"The impact really is profitability, long-term viability of these farms and businesses," Holte said during a panel discussion. "When your price is faced with this level of uncertainty ... farmers look at their balance sheets and are not happy with them."

Carrie Clark Phillips, director of policy and partnerships at Farmers for Free Trade, said Wisconsin businesses have paid an extra \$54 million for products subject to new import taxes through August, including \$20 million due to the steel and aluminum tariffs alone.

Trump held a rally Wednesday night in Mosinee, Wis., where he celebrated the new North American trade pact as a win for the state's dairy industry. "It's a giant victory for Wisconsin farmers, manufacturers and dairy producers," Trump said Wednesday. "I give Wisconsin a lot of credit for it."

The agreement with Canada and Mexico, which will not come up for a vote in Congress until next year, would open the Canadian dairy market by an additional 3.6 percent and eliminate classes 6 and 7 of Canada's milk ingredient pricing system, which U.S. producers complain has dried up demand for their products.

But retaliatory duties imposed by Canada, Mexico, China and the European Union are still in place, and they are taking a heavy toll on many agricultural producers. Earlier this week, the

National Milk Producers Federation [asked](#) USDA for a greater share of any future trade-aid payments, noting that multiple studies have estimated that retaliatory duties will result in dairy producers suffering more than \$1 billion in lost income this year.

After the U.S.-Mexico-Canada Agreement was reached, trade officials said they'll seek a separate resolution on tariffs, though there has been scant evidence of progress. At a meeting of international trade officials in Ottawa on Thursday, Juan Carlos Baker, Mexico's undersecretary for international trade, said [no talks](#) have been scheduled with the United States to discuss lifting the steel and aluminum tariffs, which the Trump administration imposed to protect national security interests.

John Kirchner, executive director of the U.S. Chamber of Commerce in the Midwest region, said tariffs are affecting \$2.4 billion of exports from Wisconsin alone. He encouraged voters to make trade a political issue in the midterm elections on Nov. 6.

"There's an election coming up in 12 days. I think it's important that we go to the ballot box with this in mind, this issue on tariffs," he said. "That we can make sure we're holding current members of Congress accountable for their position on this issue."

Austin Ramirez, CEO of Husco International, a global engineering and manufacturing company, said outreach to Capitol Hill on the issue hasn't been especially effective because the trade policies are being driven by the Trump administration without much lawmaker involvement.

"There's one person that we need to convince to make a change to this tariff policy, and it's not somebody in Congress — it's somebody in the White House," Ramirez said.

To view online:

<https://subscriber.politicopro.com/agriculture/article/2018/10/wisconsin-farm-business-leaders-slam-trump-tariffs-890516>

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From: [Knigge, Krista M - DATCP](#)
To: [DATCP DL Ag Development](#)
Subject: FW: USDA Assists Farmers Impacted by Unjustified Retaliation
Date: Wednesday, July 25, 2018 2:33:41 PM

Please see below – more details to come however, this program may impact several parts of our division.

From: Moll, Keeley A - DATCP
Sent: Wednesday, July 25, 2018 9:10 AM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: FW: USDA Assists Farmers Impacted by Unjustified Retaliation

USDA Assists Farmers Impacted by Unjustified Retaliation

Contact: USDA Press
Email: press@oc.usda.gov

(Washington, D.C., July 24, 2018) – U.S. Secretary of Agriculture Sonny Perdue today announced that the U.S. Department of Agriculture (USDA) will take several actions to assist farmers in response to trade damage from unjustified retaliation. President Trump directed Secretary Perdue to craft a short-term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. Specifically, USDA will authorize up to \$12 billion in programs, which is in line with the estimated \$11 billion impact of the unjustified retaliatory tariffs on U.S. agricultural goods. These programs will assist agricultural producers to meet the costs of disrupted markets.

“This is a short-term solution to allow President Trump time to work on long-term trade deals to benefit agriculture and the entire U.S. economy,” Secretary Perdue said. “The President promised to have the back of every American farmer and rancher, and he knows the importance of keeping our rural economy strong. Unfortunately, America’s hard-working agricultural producers have been treated unfairly by China’s illegal trading practices and have taken a disproportionate hit when it comes illegal retaliatory tariffs. USDA will not stand by while our hard-working agricultural producers bear the brunt of unfriendly tariffs enacted by foreign nations. The programs we are announcing today help ensure our nation’s agriculture continues to feed the world and innovate to meet the demand.”

Background:

Of the total unjustified retaliatory tariffs imposed on the United States, a disproportionate amount was targeted directly at American farmers. Trade damage from such retaliation has impacted a host of U.S. commodities, including field crops like soybeans and sorghum, livestock products like milk and pork, and many fruits, nuts, and other specialty crops. High tariffs disrupt normal marketing patterns, affecting prices and raising costs by forcing commodities to find new markets.

Additionally, there is evidence that American goods shipped overseas are being slowed from reaching market by unusually strict or cumbersome entry procedures, which can affect the quality and marketability of perishable crops. This can boost marketing costs and discount our prices, and adversely affect our producers. USDA will use the following programs to assist farmers:

- The *Market Facilitation Program*, authorized under The Commodity Credit Corporation (CCC) Charter Act and administered by Farm Service Agency (FSA), will provide payments incrementally to producers of soybeans, sorghum, corn, wheat, cotton, dairy, and hogs. This support will help farmers manage disrupted markets, deal with surplus commodities, and expand and develop new markets at home and abroad.
- Additionally, USDA will use CCC Charter Act and other authorities to implement a *Food Purchase and Distribution Program* through the Agricultural Marketing Service to purchase unexpected surplus of affected commodities such as fruits, nuts, rice, legumes, beef, pork and milk for distribution to food banks and other nutrition programs.
- Finally, the CCC will use its Charter Act authority for a *Trade Promotion Program* administered by the Foreign Agriculture Service (FAS) in conjunction with the private sector to assist in developing new export markets for our farm products.

From: [Moll, Keeley A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: FW: USDA Assists Farmers Impacted by Unjustified Retaliation
Date: Wednesday, July 25, 2018 10:10:14 AM

USDA Assists Farmers Impacted by Unjustified Retaliation

Contact: USDA Press

Email: press@oc.usda.gov

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From: [Knigge, Krista M - DATCP](#)
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Subject: FW: USDA Assists Farmers Impacted by Unjustified Retaliation
Date: Wednesday, July 25, 2018 2:33:43 PM

Please see below – more details to come however, this program may impact several parts of our division.

From: Moll, Keeley A - DATCP
Sent: Wednesday, July 25, 2018 9:10 AM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: FW: USDA Assists Farmers Impacted by Unjustified Retaliation

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Contact: USDA Press
Email: press@oc.usda.gov

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From: [Gegare, Debbie E - DATCP](#)
To: [Stamm, Christine A - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: FW: Wausau Signing with Foxconn on Tuesday 9/18 2-3 PM
Date: Monday, September 17, 2018 11:53:06 AM
Attachments: [September 18 Walker Foxconn Wausau by minute schedule.xlsx](#)
[September 18 2018 Press Release.docx](#)
[20180915鴻參威州新聞稿V7 EN WH EDIT.docx](#)

Hi there,

Here is the information on the signing tomorrow in Wausau for ginseng. Can the Secretary or Krista can you attend? Maybe Keith or no. I was asked by Will and GBW to attend if we could.

Debbie Gegare
Program Director, Market Orders, Cultivated Ginseng and County Fairs

From: Will Hsu <will@hsuginseng.com>
Sent: Sunday, September 16, 2018 9:55 PM
To: Harrington, Tom - GOV <Tom.Harrington@wisconsin.gov>
Cc: Dave Eckmann <deckmann@wausauchamber.com>; David SCHUMACHER <dschumacherginseng1@gmail.com>; 'Rob and Carol Kaldunski' <kalbob74@gmail.com>; Jackie Fett <jackie@ginsengboard.com>; felix.tsai@ylhealth.org; Charlie Alvarez Charlie <charlie.alvarez@ylhealth.org>; Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>; Paul <paul@hsuginseng.com>; Ashley Marschall <Ashley.Marschall@hsuginseng.com>; kristie.pulvermacher@icloud.com
Subject: Wausau Signing with Foxconn on Tuesday 9/18 2-3 PM

Mr. Harrington:

Attached is the by minute agenda and two English press releases being issued in conjunction with the event on Tuesday, one from Foxconn Health Technology Group and one jointly from GBW and Hsu's. Foxconn and Hsu's will issue releases in Mandarin Chinese on Tuesday or Wednesday to our foreign and Mandarin speaking domestic media, respectively.

Debbie Gegare from DATCP said there is a chance that Secretary Harsdorf may attend, if so we will try to squeeze in a couple minutes for her to say something after Dave Eckmann, President of the Wausau Region Chamber of Commerce, welcomes everyone and says a few introductory remarks. Otherwise if she is not in attendance, we will progress per the attached schedule and try to get Governor Walker out by 3PM depending on how long he wishes to answer questions from the media. We are operating under the assumption that he will arrive at approximately 2:15PM at the Wausau Region Chamber of Commerce on Washington St, we will be in their larger meeting room that will be set-up for seating and media/cameras.

At the front of the room there will be a podium and a table with pens, the documents to be signed and 3 chairs. The middle chair will be saved for the Governor who will sign all the documents as a "witness" to the contract proceedings, as requested by Foxconn. The actual 3 documents are confidential and will be executed between Foxconn and the respective parties. Foxconn will be

signing a total of three agreements, all of which will be signed by Charlie Alvarez, Vice President for North American Foxconn Health Technology Business Group, who will occupy one of the chairs on either side of the governor. The remaining chair will be reserved for representatives from the other three parties signing. In order that will be Dave Schumacher, Vice President of the Ginseng Board of Wisconsin; Paul C. Hsu, Chairman of Hsu's Ginseng Enterprises, Inc.; and Tony Chang, Vice President of Hopu Fund Management Company. More details on the agreements are in the attached press releases, if you need to see or have questions on the details of the individual agreements, please direct your questions to Felix Tsai, copied on this email.

Please let me know if you have additional questions or concerns. We really appreciate the governor taking time out of his very busy schedule to accommodate the ginseng growers in central Wisconsin.

Thanks,
Will

Will Hsu
President
Hsu's Ginseng Enterprises, Inc.
Tel: 715-675-2325
Cell: 715-551-2966
will@hsuginseng.com
www.hsugineng.com

From: [Hummell, Richard P - DATCP](#)
To: [Cosh, William - DATCP](#)
Subject: Fw: Weekly Market Update
Date: Friday, October 5, 2018 5:09:24 PM
Attachments: [10_1_18mktupdate.pdf](#)

From: Swenson, Jeffrey A - DATCP
Sent: Friday, October 5, 2018 1:59:38 PM
To: DATCP DL Ag Development
Subject: Weekly Market Update
Jeffrey A. Swenson
Livestock and Meat Specialist
Wisconsin Department of Agriculture, Trade and Consumer Protection
(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Subject: Fw: Weekly Market Update
Date: Friday, October 5, 2018 5:09:24 PM

Market Update The Week of October 1, 2018 Prepared and written by Jeff Swenson. The Market Update draws information from several sources, including trade publications, radio broadcasts, agricultural news services, individuals involved in the industry as well as USDA NASS and AMS reports. | The biggest news item in agriculture this week was Canada signing on to the trade agreement between the United States and Mexico. Questions about the new agreement, now referred to as USMCA, remain, but agriculture groups are, for the most part, applauding the development. The agreement, once ratified by the legislative process of each country, will replace the current North American Free Trade Agreement (NAFTA.) U.S. dairy farmers have been promised larger access to the Canadian market which has spurred optimism during an otherwise dark outlook for the sector. Canadian beef producers are celebrating the agreement that “preserves and secures duty-free access upon which the Canadian beef cattle sector has been built over the past 25 years.” Beef groups that support Country of Origin Labeling (COOL) are voicing frustration that COOL language was left out of the agreement and because of the open access the Canadians have to the U.S. market for both their live cattle and beef. # | There are conflicting reports regarding negotiations between the U.S. and China. Most news sources are reporting that trade talks will resume in December – after the mid-term elections. Negotiations may happen sooner according to some, as China feels pressure to secure soybeans and other agriculture products. Russia has once again stated it will limit exports of wheat – a position they have flip-flopped on weekly for the past month. If Russia is concerned about its wheat supply, and Argentina is running out of beans to sell, then China will need to tap into the U.S. supplies. With this week’s USMCA announcement and last week’s news of a modernized trade agreement between the U.S. and Korea, China may feel further pressure to negotiate. # | To say farmers in the Cornbelt are sick of rain is an understatement. Showers are expected to delay harvest with rain in the forecast each day until at least the middle of next week. Grain futures trended higher this week - corn futures made their largest weekly gain in two months. Monday’s (October 1) Crop Progress and Condition report said that corn harvested for silage in Wisconsin is 79 percent complete while corn harvest for grain is 10 percent complete. Both numbers are ahead of the five-year average, but little progress is expected in the near future. # | The fed cattle market has been resilient in the face of large supplies. Domestic demand and exports have been strong. Rain means mud and that will slow feedlot performance and increase costs for cattle feeders. If marketings slow, the cattle market should stay steady to slightly higher until at least mid-November. The latest export numbers show strong sales to Japan. Export growth to Korea continues at a remarkable pace. The United States has captured nearly 75 percent of the chilled beef market in Taiwan. Consumer confidence domestically has kept beef on grocery lists. # | Hog prices have been trending higher. The agreement with Mexico and Canada will help keep optimism in the market. Trade tensions overall have impacted pork prices, however. Mexico’s tariffs on U.S. pork is at 20 percent (which will go to zero when/if USMCA is ratified) and Chinese tariffs remain at 62 percent. Pork export volume is strong, but the export value is lower. Korea has been a great customer of U.S. pork. There has been export growth to Japan, Taiwan and Latin America. July pork exports accounted for 24.7 percent of all U.S. production. # | The House Senate Conference Committee failed to pass a new farm bill before expiration of the 2014 measure September 30. At least one lawmaker is telling farmers not to panic. Iowa Senator Chuck Grassley believes a new farm bill or a farm bill extension will be passed by the end of the year. # | Fifty-seven percent of grain producers are planning to store grain unpriced and wait of higher prices according to a Farm Journal survey. #

From: [Cosh, William - DATCP](#)
To: [Girard, Alexander C - DATCP](#); [Moll, Keeley A - DATCP](#)
Subject: FW: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?
Date: Friday, August 10, 2018 4:29:54 PM

FYI. I thought you would find Nancy Mistele's guest column of interest.

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Stout, Lisa S - DATCP
Sent: Friday, August 10, 2018 3:29 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: Fwd: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: Madison Region Economic Partnership
<communications@madisonregion.org>
Date: August 9, 2018 at 2:58:02 PM CDT
To: lisa.stout@wi.gov
Subject: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?
Reply-To: communications@madisonregion.org

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MADISON REGION ECONOMIC PARTNERSHIP

MadREP Report: August 9, 2018

Proposed New Tariffs on Chinese Imports

You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?

On Tuesday, July 17, 2018, the US Trade Representative (USTR) published the third installment of a proposed extensive list of products imported from China that could be subject to additional 10% tariffs.

MadREP Senior Vice President and Madison International Trade Association (MITA) President Michael Gay encourages local business to follow the issue closely. "We encourage you to stay on top of the tariff news and submit written comments if you have the opportunity," he said. "Please also feel free to [contact me](#) with questions."



This [spreadsheet](#) includes all three lists (Lists 1, 2 and 3) converted to Excel for easy sorting. This is an extensive list, covering a thousand or more tariff subheadings, so you may have to go through it carefully to identify your specific subheadings.

Interested parties should strongly consider filing comments to make the case that certain tariff items should be excluded from List 3. As an FYI, following the comment period for List 1, over 500 tariff lines were removed from the original proposed list. USTR requests that commenters address specifically whether imposing increased duties on a particular tariff item would be practicable or effective to obtain the elimination of China's current (adverse) acts, policies, and practices that were identified in USTR's initial Section 301 determination, and

whether maintaining or imposing additional duties on a particular listed product would cause disproportionate economic harm to U.S. interests, including small or medium-sized businesses, and consumers.

Written comments must be filed by August 17, 2018.

[Read More](#)

A Government Office You'll Want on Speed Dial

Guest Columnist: Nancy Mistele

As citizens seek more transparency from government and less red tape and regulation, it's nice to see that our state government has taken the idea of reform seriously and have solid results to show for it.

One such example is the Office of Business Development, where directors have been proactive in reaching out to business owners across the state for their ideas and input on regulatory reform. Housed in the Secretary's Office at the Department of Administration to serve the citizens of Wisconsin, they work with leadership at all state agencies to solve problems and assist business in navigating to a variety of state and business resources. As business ombudsmen they have a customer service focus and span the public-private divide helping both business owners and government, with a focus on minimizing government impact so businesses can focus on true business activities. Through their outreach with Chambers of Commerce, Trade Associations and other business groups they've given more than 1200 presentations across Wisconsin's 72 counties. Business owners have brought over 1200 distinct issues to them seeking assistance.



Nancy Mistele Director
Office of Business
Development
Wisconsin Department of
Administration
www.doa.wi.gov

[Read More](#)

What's next for the MadREP and the Madison Region?

In 2013, the Madison Region's existing regional economic development organization underwent rebranding, becoming MadREP, the Madison Region Economic Partnership. Having seen notable implementation successes with the first strategy, MadREP is embarking on a second five-year plan, *Advance Now 2.0*, to continue the Madison Region's economic momentum. Market Street

Services is currently executing the competitive assessment portion of the strategy. .

We believe that every person is an expert about the place in which they live. We want to hear your perspectives on what it's like to live and work in the Madison Region. MadREP has launched a survey that will be a major component informing the recommendations in *Advance Now 2.0*. It will take roughly 10 to 15 minutes to complete. Your responses are confidential.

[Take the Survey](#)

REGIONAL NEWS

MadREP in the News: **Madison's connection to Foxconn**

It's hard to imagine now, but the highly anticipated Foxconn Technology Group's complex in Mount Pleasant, Wisconsin, will be the size of 11 Lambeau Fields when finished. Rolling farmland will be replaced with one of the largest manufacturing campuses in the world. And the immense size of this project will require the help of businesses, students and researchers from every corner of the state.

To help get the project underway, Foxconn has found ready and willing partners in the Madison area to help the company train future factory workers and derive financial benefits for the region. Among those partners are the Madison Region Economic Partnership, Madison College and the University of Wisconsin-Madison.

[Read More](#)

Healthcare: **Lawsuit mullied in second UnityPoint Health data breach this year**

An attorney who filed a class-action lawsuit against UnityPoint Health about a data breach discovered earlier this year is investigating additional action regarding a second security incident announced by the health system last week.

In the latest problem, UnityPoint Health notified 1.4 million patients, including 76,000 in Wisconsin, that their names, addresses and medical information - and, for some, driver's license, Social Security and payment card or bank account numbers - may have been compromised.

Agriculture, Food & Beverage: **Wisconsin Dairy Product Causes Widespread Recall Over Salmonella Concerns**

Goldfish crackers and Ritz Bitz are some of the products that have been recalled after salmonella was found in an ingredient from Wisconsin.

Associated Milk Producers, Inc. issued a recall for dry whey powder produced at their plant in Blair during May and June.

Routine testing found some of the powder tested positive for salmonella, a bacteria that can cause fever, diarrhea or more serious infections in children and the elderly.

[Read More](#)

Information Technology: **Tech talent soars in Madison, report says**

Madison's tech momentum is on the rise.

The Madison area is ranked third - tied with Orange County, California - on a list of 50 metropolitan areas in North America included in the Scoring Tech Talent Report issued by CBRE, a major commercial real estate services and investment firm based in Los Angeles.

The report says Madison's tech talent labor force grew 10.6 percentage points faster in 2016 and 2017 than it did from 2014 through 2015.

[Read More](#)

Advanced Manufacturing: **WMC to create association health plan**

[Read More](#)

Life Sciences:

Madison Startup HealthMyne Raises \$15M

HealthMyne, a Madison-based startup that develops software for cancer care, has raised \$15 million in new funding.

The Series B round was led by Missouri-based Ascension Ventures, and included participation from local investors Venture Investors, 4490 Venture and WARF. HealthMyne has now raised more than \$26 million since it was founded in 2013.

The new funding will allow HealthMyne to expand commercialization efforts for its software platform that gives doctors analytics for medical imaging to help better treat cancer.

[Read More](#)

Wisconsin Manufacturers & Commerce is planning to launch a statewide Association Health Plan (AHP) over the next several months under new rules approved by the federal Department of Labor.

In a release, WMC says the goal of such a plan is to broaden the risk pool and offer small- and medium-sized businesses health care for their employees at a more affordable cost because AHPs are exempt from certain mandated coverages in the Affordable Care Act.

WMC already offers members other lines of insurance, such as group life, disability, and dental/vision.

[Read More](#)

EVENTS & OPPORTUNITIES

PROPOSED NEW TARIFFS ON CHINESE IMPORTS - SECTION 301 DETERMINATION

On Tuesday, July 17, 2018, the US Trade Representative (USTR) published a proposed extensive list of products imported from China that could be subject to additional 10% tariffs.

Written comments must be filed by August 17, 2018.

The public hearing will take place August 20-23, 2018.

Rebuttal comments will be due on August 30, 2018.

[More Information](#)

The Alliance for the American Dream Challenge, August 29

New Markets Tax Credits

Lift Wisconsin, Inc. was established with a mission to invest in severely economically distressed areas of Wisconsin communities and to serve as a catalyst for economic development and job creation.

In order to compete for New Markets Tax Credits we are soliciting projects to include in our application with the U.S. Department of Treasury.

This pipeline pre-application gives us the potential to compete for NMTC but does not ensure that Lift Wisconsin, Inc. will get an allocation of NMTC.

[Pre-Application Form](#)

Regional Innovation Strategies (RIS) Program, August 29

The Forward Festival, August 16-23

The Forward Festival is Madison's flagship technology and entrepreneurship festival.

Since starting in 2010, it now attracts over 5,000 attendees and includes 8 full days packed with 40+ events organized by entrepreneurs, for entrepreneurs.

Join fellow entrepreneurs, nerds, designers, geeks, hackers, foodies, and creative professionals from the Midwest in a celebration of innovation and entrepreneurship.

[More Information](#)

WEDC Trade Venture to South Africa and Kenya, Sept. 22-Oct. 3, 2018

The Alliance for the American Dream initiative, funded by Schmidt Futures, seeks to improve economic opportunities for more Americans and increase the country's competitiveness by building and supporting a stronger, more inclusive middle class.

The first challenge for DreamUp Wisconsin is to develop proposals to increase the net income of 10,000 Dane County households by 10% by the end of 2020.

[Learn More](#)

2018 AgTech Venture Day, October 2

The day-long event in Johnson Creek - roughly halfway between Madison and Milwaukee - will bring together companies in fields such as precision farming, food packaging, food safety, organics, resource conservation and other disruptive technologies for pitches to Midwest angel and venture capitalists.

Hosted by Golden Angels Investors, the conference provides access to one of the Midwest's largest angel networks.

[More Information](#)

The Regional Innovation Strategies (RIS) Program grant competitions are now open.

Applications are now being accepted for the i6 Challenge and Seed Fund Support Grant Competition.

The submission deadline for applications will be Wednesday, August 29, 2018 at 11:59 p.m. Eastern Daylight Time.

If anyone has questions, contact [Michael Gay](#).

[Learn More](#)

M+DEV, OCTOBER 19

M+DEV is a video game development conference for professional game developers and those seeking to become professional game developers.

This conference provides a gathering place for game developers in the state, the region and beyond to discuss and share the latest information on the science, art, mechanics and business of making games.

M+DEV is for anyone who is currently a professional video game developer or contractor, or who wishes to become one.

[Learn More](#)

Registration deadline: August 10, 2018

Cost: \$1,800 for the first participant from a Wisconsin exporter of goods or services, \$2,200 for each additional participant from the same company.

Location: Johannesburg, Durban and Nairobi; Sub-Saharan Africa is at the beginning of a sustained phase of rapid growth.

[Learn More](#)

Discover Global Markets: Indo-Pacific, December 10-12

Discover Global Markets is the U.S. Department of Commerce's flagship event series for U.S. exporters! Attendees will include CEOs/presidents, sales and marketing professionals, business development managers, engineers, procurement representatives, supply chain operations. Target industries include: aircraft, engines, MROs, aviation services, avionics, aerospace composites, airport & ground support equipment, cyber defense, additive manufacturing, unmanned systems, surveillance & detection and more.

[Learn More](#)



Thank you to [Madison Gas & Electric](#) and to all of our [investors](#).

MADISON REGION ECONOMIC PARTNERSHIP

www.madisonregion.org | info@madisonregion.org | 608.571.0420



Madison Region Economic Partnership, MadREP, 455 Science Drive,
Suite 160, Madison, WI 53711

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From: [Lu, Jennifer Y - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: Fwd: 15% more Tarrif on American Ginseng?
Date: Friday, March 23, 2018 3:29:33 AM

Good morning Jack and Lisa,

FYI. See the string of email below.

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: Jennifer.lu@wi.gov

Begin forwarded message:

From: "Lu, Jennifer Y - DATCP" <Jennifer.Lu@wisconsin.gov>
Date: March 23, 2018 at 3:23:22 PM GMT+8
To: "Zhang, Qinghua (Beijing)" <ZhangQ@state.gov>
Cc: "Ford, Mark H (Beijing)" <Mark.Ford@fas.usda.gov>, "Bielecki, Christopher D (Beijing)" <Christopher.Bielecki@fas.usda.gov>, Jeff Lewis <jefflewisghe@charter.net>, "hack4@mtc.net" <hack4@mtc.net>
Subject: **Re: 15% more Tarrif on American Ginseng?**

Dear Qinghua,

We are pleased to know you, and welcome aboard. We look forward to working with you to promote Wisconsin grown American ginseng in China.

Jeff and Tom, please see the email string. And feel free to introduce yourself and GHC.

Chris, thank you for the great news. See you in Guangzhou!

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: Jennifer.lu@wi.gov

On Mar 23, 2018, at 1:05 PM, Zhang, Qinghua (Beijing) <ZhangQ@state.gov> wrote:

Hi Jennifer,
Nice to meet you here. I am Qinghua. I used to work for China Agricultural Wholesale Markets Association (CAWA) and a high-end ecommerce food company Beijing Chunbo Technology Co., Ltd. I look forward to working with you and stand ready to help American ginseng exports and promotion in North China. My contacts are as below the signature. Please feel free to contact me at any time in need.

Best regards.
Qinghua
Qinghua, Zhang
Agricultural Marketing Specialist
Agricultural Trade Office (ATO)
U.S. Embassy Beijing
U.S. Department of Agriculture (USDA), Foreign Agricultural Service (FAS)
W: +86-10-8531-3130 M: +86-186-1095-5037

ZhangQ@state.gov

Official

UNCLASSIFIED

From: Bielecki, Christopher D (Beijing)
Sent: Friday, March 23, 2018 11:07 AM
To: Lu, Jennifer Y - DATCP
Cc: Ford, Mark H (Beijing); Zhang, Qinghua (Beijing)
Subject: Re: 15% more Tarrif on American Ginseng?

Hi Jennifer,

We welcome you and your group to North China! I hope everything is going well thus far.

Yes, we received the same news on China's proposed tariffs on American Ginseng and other U.S. agricultural products. This is a quickly developing situation, so while we don't have concrete information on China's next steps, we in FAS/Mission China and USDA/FAS Washington are keenly planning what we can do to maintain and grow U.S. food and agricultural exports to China. We hope to have more information in the coming days and weeks. One final note, I would like to introduce you to Ms. Zhang Qinghua who joined our team this week, and will manage the American Ginseng portfolio for ATO Beijing. She previously worked in one of China's most well known e-commerce food companies, and I am excited to see how she can help American Ginseng growers export even more of their products to North China! (Mr. Cody Yin Jin will continue to manage our wood and horticulture portfolio.)

See you all next week!

Chris
Christopher D. Bielecki PhD
Deputy Director of Agricultural Trade Office (ATO)
U.S. Embassy Beijing
U.S. Department of Agriculture (USDA), Foreign Agricultural Service (FAS)
W: +86-10-8531-3427 M: +86-186-1095-2358

christopher.bielecki@fas.usda.gov

From: Lu, Jennifer Y - DATCP

Sent: Friday, 23 March 2018 9:47 AM

To: Ford, Mark H (Beijing)

Cc: Bielecki, Christopher D (Beijing); Flake, Levin (Guangzhou); Yin, Jin (Beijing); Chen, Chunhui (Ursula) (Guangzhou); Tang, Yingting (Crystal) (Guangzhou); Heinemann, Jack A - DATCP; xufang@idahochina.org; freda_ye@wg-consulting.net

Subject: 15% more Tarrif on American Ginseng?

Mark,

We are now at the port of Tianjin.

I'd like to give you a heads up that American Ginseng is listed on the MOFCOM site today with potential 15% increase of tariff.

Ginseng and Herb Coop staff Jeff Lewis and Tom Hack hope to get some clarification and update from ATO when we meet in Guangzhou.

<https://m.ifeng.com/morji/shareNews?>

[forward=1&aid=cmpp_030010056979506&aman=66o67egfb8766ef85859b01714J552Qfebhd2631f0&gud=&ch=SYLB10_TOP&from=groupmessage&isappinstalled=0](https://m.ifeng.com/morji/shareNews?forward=1&aid=cmpp_030010056979506&aman=66o67egfb8766ef85859b01714J552Qfebhd2631f0&gud=&ch=SYLB10_TOP&from=groupmessage&isappinstalled=0)

Thank you.

Best regards,

Jennifer Lu

Wisconsin Department of Agriculture, Trade and Consumer Protection

Tel: 608 224 5102

Mobile: 608 [347 1852](tel:6083471852)

Email: Jennifer.lu@wi.gov

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From: [Heinemann, Jack A - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: Fwd: Chinese TArrifs
Date: Wednesday, April 11, 2018 2:34:15 PM

Article that I have pulled. See links below

Sent from my iPhone

Begin forwarded message:

From: Jack Heinemann <jheinemann@newnorthventurellc.com>
Date: April 6, 2018 at 5:17:35 AM CDT
To: "jack.heinemann@wisconsin.gov" <jack.heinemann@wisconsin.gov>
Subject: Chinese TArrifs

<https://www.wpr.org/wisconsin-growers-producers-weigh-impact-chinese-tariffs>
<http://www.wbur.org/hereandnow/2018/04/03/china-tariffs-ginseng-wisconsin>
<https://www.npr.org/2018/03/31/599397448/impact-of-chinas-new-tariffs-could-be-huge-on-u-s-soybean-farmers>
<https://www.cNBC.com/2018/04/02/china-tariff-hit-for-us-agriculture-could-be-big-gain-for-australia.html>
http://host.madison.com/business/u-s--china-tariff-tussle-to-hit-farm-states/article_82a5e126-0bf3-545b-990f-c2cae43c264f.html
<https://www.politico.com/story/2018/04/04/trump-china-tariffs-farmers-agriculture-461373>

Jack Heinemann

jheinemann@newnorthventurellc.com

(920) 527-1950

From: [Heinemann, Jack A - DATCP](#)
To: [Karen Gefvert](#)
Subject: Fwd: Chinese Tarrifs
Date: Friday, April 6, 2018 10:07:49 AM

FYI

Sent from my iPhone

Begin forwarded message:

From: Jack Heinemann <jheinemann@newnorthventurellc.com>
Date: April 6, 2018 at 5:17:35 AM CDT
To: "jack.heinemann@wisconsin.gov" <jack.heinemann@wisconsin.gov>
Subject: Chinese TArrifs

<https://www.wpr.org/wisconsin-growers-producers-weigh-impact-chinese-tariffs>
<http://www.wbur.org/hereandnow/2018/04/03/china-tariffs-ginseng-wisconsin>
<https://www.npr.org/2018/03/31/599397448/impact-of-chinas-new-tariffs-could-be-huge-on-u-s-soybean-farmers>
<https://www.cNBC.com/2018/04/02/china-tariff-hit-for-us-agriculture-could-be-big-gain-for-australia.html>
http://host.madison.com/business/u-s--china-tariff-tussle-to-hit-farm-states/article_82a5e126-0bf3-545b-990f-c2cae43c264f.html
<https://www.politico.com/story/2018/04/04/trump-china-tariffs-farmers-agriculture-461373>

Jack Heinemann

jheinemann@newnorthventurellc.com

(920) 527-1950

From: [Stout, Lisa S - DATCP](#)
To: fbosch@foodexport.org; [Miller Teresa](#)
Cc: [Betsy Riggs](#)
Subject: Fwd: Focused Trade Mission to China
Date: Monday, August 6, 2018 9:39:37 AM

Hi Femke and Teresa,

Do you have information that we can give to the companies regarding US-China trade/tariffs - taking points?

See email from Don Lyle of Herr Foods.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: "Don C. Lyle" <Don.Lyle@herr.com>
Date: August 6, 2018 at 8:13:03 AM CDT
To: "Stout, Lisa S - DATCP" <Lisa.Stout@wisconsin.gov>
Cc: Ruben Rios <ruben.rios@herr.com>
Subject: RE: Focused Trade Mission to China

Good Morning Lisa

Thank You for the follow up !

Our soon to be distributor in China is having questions about the state of USA - China Trade in the current tariff issues.

Will we cover facts and possible PR talking points ?

Thanks !

From: Stout, Lisa S - DATCP [<mailto:Lisa.Stout@wisconsin.gov>]
Sent: Friday, August 3, 2018 4:45 PM
To: lizhang@amlatglobal.com; li@chinaiaowa.com; eric.guo@chinaiaowa.com; eastwestdevelop@aol.com; qliusa@sbcglobal.net; jeff.kent@foremostfarms.com; Ruben Rios <ruben.rios@herr.com>; Don C. Lyle <Don.Lyle@herr.com>; toyin@iyafoods.com; joe@lorannoils.com; John@lorannoils.com; dsmith@michaelscookies.net; cliu@orangecheese.cn; elias@rushdirect.net; jacob.thestonegroup@hotmail.com; thestonegroup@hotmail.com; mascolocheese@gmail.com; jenkuo1008@gmail.com; Molly

Burns <mburns@foodexport.org>; Jim Morgan <jim@fairplay-wi.com>; Jerry Haines
(jerry@titletowncheese.net) <jerry@titletowncheese.net>

Cc: Femke Bosch <fbosch@foodexport.org>

Subject: Focused Trade Mission to China

Dear China Trade Mission Participants,

I am looking forward to seeing you in Shanghai. I've attached the itinerary and included a few notes.....

<!--[if !supportLists]-->• <!--[endif]-->Transportation to the hotel: you can request a car from the hotel or take a cab. Note that the address is in Mandarin on your itinerary. Pick up a hotel card from the concierge when leaving the hotel. The card will have the name and address in Mandarin.

<!--[if !supportLists]-->• <!--[endif]-->Currency exchange rate: USD \$10.00 = 68.31 RMB/Yuan. There are currency exchange kiosks at the airport and you can change money at the hotels.

<!--[if !supportLists]-->• <!--[endif]-->Average Temperature in Shanghai, Chengdu, Shenzhen – 80s and 90s, high humidity, possible rain.

<!--[if !supportLists]-->• <!--[endif]-->Monday, August 13th – You must bring your passport to attend the briefing at the ATO office in the U.S. Consulate. For those of you that are not staying at the JW Marriott, please meet the group in the lobby of the JW Marriott no later than 9:25 a.m. to be transported to the ATO.

Let me know if you have any questions.

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag
Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#) on behalf of [Heinemann, Jack A - DATCP](#)
To: [Stamm, Christine A - DATCP](#); [Stout, Lisa S - DATCP](#); [Rao, Ashwini P - DATCP](#); [Gandara, Enrique R - DATCP](#)
Subject: Fwd: NADA Briefing on Trump announced tariffs on China

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov <<mailto:Lisa.stout@wisconsin.gov>>

Begin forwarded message:

From: "Heinemann, Jack A - DATCP" <Jack.Heinemann@wisconsin.gov <<mailto:Jack.Heinemann@wisconsin.gov>>>
To: "Stout, Lisa S - DATCP" <Lisa.Stout@wisconsin.gov <<mailto:Lisa.Stout@wisconsin.gov>>>, "Rao, Ashwini P - DATCP" <Ashwini.Rao@wisconsin.gov <<mailto:Ashwini.Rao@wisconsin.gov>>>, "Gandara, Enrique R - DATCP" <Enrique.Gandara@wisconsin.gov <<mailto:Enrique.Gandara@wisconsin.gov>>>
Subject: NADA Briefing on Trump announced tariffs on China

Team:
If you have the time, please feel free to join the NADA conference call. See details below.
Jack

NADA Members,

We will hold a call tomorrow, March 23 at 2:00pm EDT, with USTR General Counsel Stephen Vaughn and USDA Under Secretary Ted McKinney. The call follows the tariffs President Trump announced today on China in response to a section 301 investigation into Chinese Intellectual Property practices. Call in details are below.

The tariffs have sparked concerns<https://secure-web.cisco.com/135vwa2whzgwL81VP-2VoEm8G5og4hzb2zyzt7rbOfM6Vq2Fr5rw5c2a061M-tvUPZ2O1OL15efFkvRgOMuR4jj9S82YlraUJhKWO8q_5UHMIhLJh2ao6-O573iU1yweu6uYBck0jBkqQmUD-A9WA1Aw9GDdN12LtQmD36Vmjb1c5lfKWfAT3jS7TjZZESZ4KMdSHEt8A2IdcjW0dr01FP-dvEBNgLMXbVqRmgMbp2nDixgwwBJ2iJw_wk3zdT2x/https%3A%2F%2Fwww.agri-pulse.com%2Farticles%2F10753-ag-sector-tires-of-trump-tariffs-and-tactics-as-china-trade-threat-looms> across agriculture on the impact relation by China would have on U.S. agriculture. Chinese reports have indicated China could target US soybeans, pork, and sorghum in retaliation.

Please join us for this important call tomorrow.

NASDA/USTR/USDA Call
Friday, March 23 at 2:00 PM EDT
Dial-in: (267) 930-4000
Participant Code: 800 196 511#

Regards,

Nathan Bowen
Executive Director, Public Policy
National Association of State Departments of Agriculture
4350 North Fairfax Drive, Suite 910
Arlington, VA 22203
(202) 296-9680

From: [K Knigge](#)
To: [Knigge, Krista M - DATCP](#)
Subject: Fwd: Perdue details \$12B trade aid plan for farmers
Date: Tuesday, July 24, 2018 3:52:31 PM

Krista Knigge
262-289-0028
kmk@uwalumni.com
LinkedIn: [linkedin.com/in/kristaknigge](https://www.linkedin.com/in/kristaknigge)

From: Mary Knigge <mknigge@dfamilk.com>
Sent: Tuesday, July 24, 2018 2:51:22 PM
To: Krista Knigge
Subject: Fwd: Perdue details \$12B trade aid plan for farmers

Sent from my iPhone

Begin forwarded message:

From: "POLITICO Pro" <politicoemail@politicopro.com>
Date: July 24, 2018 at 2:59:05 PM EDT
To: <mknigge@dfamilk.com>
Subject: Perdue details \$12B trade aid plan for farmers
Reply-To: "POLITICO subscriptions" <reply-fe8213757c61007b7c-1182451_HTML-876225069-1376319-0@politicoemail.com>

Perdue details \$12B trade aid plan for farmers

By Adam Behsudi

07/24/2018 02:56 PM EDT

Agriculture Secretary Sonny Perdue on Tuesday unveiled a \$12 billion [plan](#) aimed at easing the sting of retaliatory tariffs on U.S. farmers through payments, purchases and trade promotion efforts.

"This is obviously a short-term solution that will give President Trump time to work on a long-term trade policy and deal to benefit agriculture as well as all sectors of the American economy," Perdue said during a call with reporters.

Perdue said the aid amount is in line with the roughly \$11 billion in negative effects that USDA has calculated the agricultural producers have suffered as a result of tariffs imposed by China, Canada, Mexico, the EU and other major economies — tariffs that he labeled as "illegal."

"The programs we are announcing today are a firm statement that other nations cannot bully our agricultural producers to force the United States to cave in," Perdue said.

In one part of the aid plan, the government will prepare a "market facilitation program" administered by USDA's Farm Service Agency to provide payments to growers and producers of soybeans, sorghum, corn, wheat, cotton, pork and dairy.

The second part, a "food purchase and distribution program," would use authority under USDA's Agricultural Marketing Service to purchase fruit, nuts, rice, beef, pork and dairy products from U.S. producers for redistribution to federal nutrition assistance programs.

The plan's third element, a "trade promotion program" administered by USDA's Foreign Agricultural Service, would work on finding new markets for U.S. farmers to sell their products abroad.

All three programs are authorized under the charter act of the Commodity Credit Corporation, a government-owned bank used to support and stabilize farm incomes and prices.






The specifics of the aid plan will be subject to a federal rulemaking process. A determination will be made around Labor Day as to when the program and related payments to producers will kick in, Greg Ibach, the USDA undersecretary for marketing and regulatory programs, said on the call.

"President Trump is taking strong action, as he promised, to make sure America's farmers and ranchers are not left to bear the brunt of illegal retaliation by China and other countries," U.S. Trade Representative Robert Lighthizer said in a statement.

To view online:

<https://subscriber.politicopro.com/agriculture/article/2018/07/perdue-details-12b-trade-aid-plan-for-farmers-1643038>

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Yes, very	Somewhat	Neutral	Not really	Not at all

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Bld. Arlington, VA, 22209, USA

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From: [Stamm, Christine A - DATCP](#)
To: [Kline, Neil R - DATCP](#)
Subject: Fwd: September 2018 Updates from the Wisconsin Farm Service Agency
Date: Monday, September 3, 2018 10:08:47 AM

Sent from my iPhone

Begin forwarded message:

From: "USDA Farm Service Agency" <usdafsa@service.govdelivery.com>
Date: August 31, 2018 at 5:21:31 PM CDT
To: christine.stamm@wisconsin.gov
Subject: September 2018 Updates from the Wisconsin Farm Service Agency
Reply-To: usdafsa@service.govdelivery.com

September 2018



Farm Service Agency **Electronic News Service**

NEWSLETTER

GovDelivery

Having trouble viewing this email? [View it as a Web page.](#)

- [A Message from Sandy Chalmers](#)
- [Dates to Remember](#)
- [Programs Available for Producers Impacted by Flood and Heavy Rains](#)
- [USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation](#)
- [FSA Offers Joint Financing Options on Direct Farm Ownership Loans](#)
- [Report Noninsured Crop Disaster Assistance Program \(NAP\) Losses](#)
- [Wisconsin Farm Center Offers Assistance to FSA Customers](#)
- [2-1-1 Resources Available in Wisconsin](#)
- [Current Interest Rates](#)

Wisconsin FSA Newsletter

Wisconsin Farm Service Agency

8030 Excelsior Dr.
Suite 100
Madison, WI 53717

Phone: 608-662-4422
Fax: 855-758-0755

A Message from Sandy Chalmers

First, our hearts go out to those of you who are suffering from the record-setting floods in western and central Wisconsin. As I write this, emergency response is underway, and more rain is in the forecast. Please remember to report weather-related losses and damage to your county FSA office. Your reports are used as the basis for a potential disaster designation. Your FSA staff will also have information on eligibility for disaster programs, including

State Executive Director:
Sandy Chalmers

programs designed to offset livestock and feed losses. Program information is also available on farmers.gov/recover.

Farm Loan Chief:
Tom Brandt

Signup will begin for the Market Facilitation Program on September 4. MFP will provide payments to eligible producers of commodities impacted by unjustified retaliatory tariffs, including dairy, hogs, corn, soybeans, and wheat. Producers must have completed harvest on a commodity before a payment will be issued.

Farm Program Chiefs:
Greg Biba
John Palmer

State Committee:
Lisa Condon, Chair
Thomas Gillis
David Heideman
Tom McClellan

Some of you may want to wait until all crops are harvested to visit your FSA office. If you want to come in earlier for your payment on dairy, hogs, and wheat, we will be ready to take your application and issue your payment. We'll issue another payment to you when your corn and bean harvest is wrapped up. Either way, we expect high interest in this program, so it's always best to call ahead and make an appointment.

www.fsa.usda.gov/wi

MFP details are available on farmers.gov/mfp or at your local FSA office.

Sandy Chalmers
State Executive Director

Dates to Remember

September 1, 2018: [Noninsured Crop Disaster Assistance Program \(NAP\)](#) deadline for 2019 Value Loss Crops including ginseng, turf grass sod, aquaculture, mushrooms, and Christmas trees

September 4, 2018: Signup begins for the [Market Facilitation Program](#) for corn, cotton, sorghum, soybeans, wheat, dairy, and hogs

September 30, 2018: [NAP Application](#) deadline for 2019 crops including alfalfa, birdsfoot trefoil, clover, grasses, mixed forages, rhubarb, rye, triticale, vetch, wheat, and other winter-seeded small grains and perennial forage

November 15, 2018: [Acreage reporting](#) deadline for 2019 crops including fall-seeded crops, perennial forage, fall mint, pasture, rangeland, and forage

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Programs Available for Producers Impacted by Flood and Heavy Rains

Wisconsin Farm Service Agency (FSA) reminds farmers and ranchers across the state of federal farm program benefits that may be available to help eligible producers recover from recent heavy rains and flooding.

FSA offers disaster assistance and low-interest loan programs to assist agricultural producers in their recovery efforts following floods or similar qualifying natural disasters.

Available programs and loans include:

[Non-Insured Crop Disaster Assistance Program \(NAP\)](#) - provides financial assistance to producers of non-insurable crops when low yields, loss of inventory, or prevented planting occur due to natural disasters (includes native grass for grazing). Eligible producers must have purchased NAP coverage for 2018 crops.

Livestock Indemnity Program (LIP) - offers payments to eligible producers for livestock death losses in excess of normal mortality due to adverse weather. Eligible losses may include those determined by FSA to have been caused by hurricanes, floods, blizzards, wildfires, tropical storms, tornadoes lightning, extreme heat, and extreme cold. Producers will be required to provide verifiable documentation of death losses resulting from an eligible adverse weather event and must submit a notice of loss to their local FSA office within 30 calendar days of when the loss of livestock is apparent.

Tree Assistance Program (TAP) – provides assistance to eligible orchardists and nursery tree growers for qualifying tree, shrub, and vine losses due to natural disaster.

Emergency Assistance for Livestock, Honeybees, and Farm-Raised Fish Program (ELAP) - provides emergency relief for losses due to feed or water shortages, disease, adverse weather, or other conditions, which are not adequately addressed by other disaster programs. ELAP covers physically damaged or destroyed livestock feed that was purchased or mechanically harvested forage or feedstuffs intended for use as feed for the producer's eligible livestock. In order to be considered eligible, harvested forage must be baled; forage that is only cut, raked or windrowed is not eligible. Producers must submit a notice of loss to their local FSA office within 30 calendar days of when the loss is apparent.

ELAP also covers up to 150 lost grazing days in instances when a producer has been forced to remove livestock from a grazing pasture due to floodwaters.

For beekeepers, ELAP covers beehive losses (the physical structure) in instances where the hive has been destroyed by a natural disaster including flooding, high wind, and tornadoes.

Emergency Loan Program – Available to producers with agriculture operations located in a county under a primary or contiguous Secretarial Disaster designation. These low-interest loans help producers recover from production and physical losses due to drought or flooding. (**NOTE:** A Secretarial Disaster designation has not been declared as of the writing of this newsletter. Watch local news releases and GovDelivery for future information.)

Emergency Conservation Program (ECP) - provides emergency funding for farmers and ranchers to rehabilitate land severely damaged by natural disasters; including fence losses.

HayNet - is an Internet-based Hay and Grazing Net Ad Service allowing farmers and ranchers to share 'Need Hay' ads and 'Have Hay' ads online. Farmers also can use another feature to post advertisements for grazing land, specifically ads announcing the availability of grazing land or ads requesting a need for land to graze. For more information visit www.fsa.usda.gov/haynet.

To establish or retain FSA program eligibility, farmers and ranchers must report prevented planting and failed acres (crops and grasses). Prevented planting acreage must be reported on form CCC-576, Notice of Loss, no later than 15 calendar days after the final planting date as established by FSA and Risk Management Agency (RMA).

For more information on disaster assistance programs and loans, visit www.fsa.usda.gov/ or contact your local FSA office. To find your local FSA county office, visit <http://offices.usda.gov>.

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USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation

USDA is taking action to assist farmers in response to trade damage from unjustified retaliation by foreign nations. As [announced last month](#), USDA will authorize up to \$12 billion in programs, consistent with our World Trade Organization obligations.

These programs will assist agricultural producers to meet the costs of disrupted markets:

- USDA's Farm Service Agency (FSA) will administer the Market Facilitation Program (MFP) to provide payments to corn, cotton, dairy, hog, sorghum, soybean, and wheat producers starting Sept. 4, 2018. An announcement about further payments will be made in the coming months, if warranted.
- USDA's Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities unfairly targeted by unjustified retaliation. USDA's Food and Nutrition Service (FNS) will distribute these commodities through nutrition assistance programs, such as The Emergency Food Assistance Program (TEFAP) and child nutrition programs.
- Through the Foreign Agricultural Service's (FAS) Agricultural Trade Promotion Program (ATP), \$200 million will be made available to develop foreign markets for U.S. agricultural products. The program will help U.S. agricultural exporters identify and access new markets and help mitigate the adverse effects of other countries' restrictions.

The Market Facilitation Program is established under the statutory authority of the Commodity Credit Corporation (CCC) and administered by FSA. For each commodity covered, the payment rate will be dependent upon the severity of the trade disruption and the period of adjustment to new trade patterns, based on each producer's actual production.

Interested producers can apply after harvest is 100 percent complete and they can report their total 2018 production. Beginning Sept. 4 of this year, Market Facilitation Program applications will be available online at www.farmers.gov/mfp. Producers will also be able to submit their applications in person, by email, fax or by mail.

For detailed information, including initial payment rates and to view U.S. Secretary of Agriculture Sonny Perdue's video message on the Market Facilitation Program, read the full [USDA press release](#).

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FSA Offers Joint Financing Options on Direct Farm Ownership Loans

The USDA Farm Service Agency's (FSA) [Direct Farm Ownership loans](#) are a resource to help farmers and ranchers become owner-operators of family farms, improve and expand current operations, increase agricultural productivity, and assist with land tenure to save farmland for future generations.

Depending on the applicant's needs, there are three types of Direct Farm Ownership Loans: regular, joint financing, and down payment. FSA also offers a [Direct Farm Ownership Microloan](#) option for smaller financial needs up to \$50,000.

Joint financing allows FSA to provide more farmers and ranchers with access to capital. FSA lends up to 50 percent of the total amount financed. A commercial lender, a State program, or the seller of the property being purchased provides the balance of loan funds, with or without an FSA guarantee.

In addition, down payment loans are a type of Farm Ownership loan available to beginning farmers and underserved farmers. Similar to joint financing loans, a participating lender is required. The applicant provides a minimum down payment of 5% and qualifies for more favorable rates and terms.

To be eligible, the operation must be an eligible farm enterprise. Farm Ownership loan funds cannot be used to finance nonfarm enterprises and all applicants must be able to meet general eligibility requirements. Loan applicants are also required to have participated in the business operations of a farm or ranch for at least three years out of the 10 years prior to the date the application is submitted. The applicant must show documentation that their participation in the business operation of the farm or ranch was not solely as a laborer.

The maximum loan amount for any of these Direct Farm Ownership loans is \$300,000.

For more information about FSA Loan programs, contact your local FSA office or visit www.fsa.usda.gov. To find your local FSA office, visit <http://offices.usda.gov>.

[BACK TO TOP](#)

Report Noninsured Crop Disaster Assistance Program (NAP) Losses

The Non-Insured Crop Disaster Assistance Program (NAP) provides financial assistance to producers of non-insurable crops when low yields, loss of inventory, or prevented planting occur due to natural disasters including freeze, hail, excessive moisture, excessive wind or hurricanes, flood, excessive heat, and qualifying drought (including native grass for grazing), among others.

Eligible producers must have purchased NAP coverage for 2018 crops. A notice of loss must be filed within 15 calendar days of when the loss is apparent or 15 calendar days after the normal harvest date.

Eligible crops must be commercially produced agricultural commodities for which crop insurance is not available, including perennial grass forage and grazing crops, fruits, vegetables, mushrooms, floriculture, ornamental nursery, aquaculture, turf grass, ginseng, honey, maple sap, bioenergy, and industrial crops.

For more information on NAP, contact your [local FSA office](#) or visit www.fsa.usda.gov/nap.

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Wisconsin Farm Center Offers Assistance to FSA Customers

Many farmers balance the needs of their family and farm above everything else, often ignoring their own needs. As farmers continue to endure an extended period of tough economic conditions, the Wisconsin Farm Service Agency wants to remind farmers and landowners that help is available.

The **Wisconsin Farm Center** at the Department of Agriculture, Trade and Consumer Protection (DATCP) is there for farmers to call for guidance on finances, farm succession planning, and other issues they may be dealing with. Farm Center staff work with farmers and their families one-on-one to address each personal situation. All services are **free and confidential**.

Farmers, whether beginning their career or nearing retirement, can experience challenging situations. Staff are able to walk through options with farmers about how to navigate difficult personal or financial situations. While at times, alternatives may seem very limited, sometimes an outside perspective can help bring light to possibilities.

Just as taking care of physical health is important, so is taking care of mental health. Those in need are encouraged to reach out for help and utilize available resources by calling the Wisconsin Farm Center at 800-942-2474. Staff are available Monday through Friday from 7:45 a.m.-4:30 p.m.

If there is a mental health emergency during non-office hours, they should contact 911 or the National Suicide Prevention Lifeline at 1-800-273-8255.

[BACK TO TOP](#)

2-1-1 Resources Available in Wisconsin

The Wisconsin Farm Service Agency would like to remind producers of a **free and confidential** resource for all Wisconsin residents. **2-1-1 Wisconsin** is an information helpline and website that links people from all communities and ages to essential health and human services they need, 24

hours a day, seven days a week.

2-1-1 provides access to information and resources including utilities assistance, mental health services, financial and tax assistance, and health care information. You can reach the resource by dialing 2-1-1 on your phone from anywhere in Wisconsin or visiting www.211wisconsin.org. From there, residents are linked to information about local resources from both government and nonprofit organizations.

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Current Interest Rates

Loan Interest Rates

*Interest rates are announced at the beginning of each month.

[Click here to find notification of current FSFL and commodity loan interest rates.](#)

[Click here to view current Farm Loan interest rates.](#)

Farm Loans- SEPTEMBER 2018

Farm Operating- Direct: 3.750%

Farm Operating- Microloan: 3.750%

Farm Ownership- Direct: 4.000%

Farm Ownership- Microloan: 4.000%

Farm Ownership- Direct, Joint Financing: 2.500%

Farm Ownership- Down Payment: 1.50%

Emergency Loan- Amount of Actual Loss: 3.750%

Farm Storage Facility Loans (FSFL)-AUGUST 2018

***Note-** FSFL and Commodity loan interest rates are not announced until the first of the applicable month. Listed below are interest rates for loans approved in August 2018. Interest rates below are subject to change for September 2018 but give a general idea of the interest rate range.

3-year FSFL: 2.625%

5-year FSFL: 2.750%

7-year FSFL: 2.875%

10-year FSFL: 2.875%

12-year FSFL: 2.875%

9-Month Commodity Loans AUGUST 2018

Marketing Assistance Loan: 3.375%

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USDA is an equal opportunity provider, employer and lender. To file a complaint of discrimination, write: USDA, Office of the Assistant Secretary for Civil Rights, Office of Adjudication, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call (866) 632-9992 (Toll-free Customer Service), (800) 877-8339 (Local or Federal relay), (866) 377-8642 (Relay voice users).

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This email was sent to christine.stamm@wisconsin.gov using GovDelivery Communications Cloud on behalf of: USDA Farm Service Agency · 1400 Independence Ave., S.W. · Washington, DC 20250 · 800-439-1420



From: [Stout, Lisa S - DATCP](#)
To: jacob.thestonegroup@hotmail.com
Subject: Fwd: The Dey Times - August 2018: New Chinese Tariff Tracker Tool, New EPA Regulations, Freight Rates & More!
Date: Wednesday, August 8, 2018 1:06:47 PM

Jacob,

Forwarding this email from ME DEY, which may shed some light on the Chinese tariffs.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: M.E. Dey & Co. Inc. <connect@medey.com>
Date: August 8, 2018 at 10:00:31 AM CDT
To: DATCP <lisa.stout@wisconsin.gov>
Subject: The Dey Times - August 2018: New Chinese Tariff Tracker Tool, New EPA Regulations, Freight Rates & More!
Reply-To: M.E. Dey & Co. Inc. <connect@medey.com>

Using an older version of Outlook? [VIEW THIS EMAIL IN YOUR BROWSER](#)

M.E. DEY & CO.
DEY TIMES
AUGUST 2018

FEATURED CONTENT

[-->](#)

TRACK YOUR TARIFF
—
OUR EXCLUSIVE CHINESE

TARIFF TRACKER TOOL HELPS YOU STAY ON TOP OF THE LATEST TARIFF DUTY CHANGES IN REAL-TIME.

[TRACK MY TARIFF](#)

FEATURED ARTICLE

CONSEQUENCES OF UNCERTAINTY AND TARIFF UNKNOWNNS

BY ROB GARDENIER | M.E. DEY & CO.

News sources record the following worries by companies, blaming the uncertainty of our tariff structure. Of course, some of these decisions might be using the recent tariff changes as a cover for other reasons.

[LEARN MORE](#)

MORE AUGUST NEWS

FREIGHT RATE UPDATE - AUGUST 2018



RONALD VINCENT | M.E. DEY & CO.

Here is the latest update on current freight rates for both Import and Export cargo. M.E. Dey provides the best possible rates available to our clients by reviewing various carrier options.

[VIEW RATES](#)

NEW EPA REGULATIONS SET FORMALDEHYDE EMISSIONS STANDARDS FOR WOOD PRODUCTS



JEFF STAPLETON | M.E. DEY & CO.

Industries that manufacture or import wood products made of plywood, medium density fiberboard and particle board may need to upgrade their internal policies and procedures to comply with new EPA regulations that include formaldehyde emissions standards.

[LEARN MORE](#)

DUTY ENGINEERING



ROB GARDENIER | M.E. DEY & CO.

The classification and hence the duty rate of an imported product is fixed at the moment the article enters the United States. This is a false statement!

[LEARN MORE](#)

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From: [K Knigge](#)
To: [Knigge, Krista M - DATCP](#)
Subject: Fwd: USDA announcement
Date: Wednesday, August 29, 2018 1:29:15 AM

Krista Knigge
262-289-0028

Begin forwarded message:

From: Mary Knigge <mknigge@dfamilk.com>
Date: August 27, 2018 at 2:06:07 PM CDT
To: "Pete Knigge (knigge@northnet.net)" <knigge@northnet.net>, "Knigge Krista (kmk@uwalumni.com)" <kmk@uwalumni.com>
Subject: USDA announcement

USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation

(Washington, D.C., August 27, 2018) – U.S. Secretary of Agriculture Sonny Perdue today announced details regarding actions the U.S. Department of Agriculture (USDA) will take to assist farmers in response to trade damage from unjustified retaliation by foreign nations. President Donald J. Trump directed Secretary Perdue to craft a short-term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. As [announced last month](#), USDA will authorize up to \$12 billion in programs, consistent with our World Trade Organization obligations.

“Early on, the President instructed me, as Secretary of Agriculture, to make sure our farmers did not bear the brunt of unfair retaliatory tariffs. After careful analysis by our team at USDA, we have formulated our strategy to mitigate the trade damages sustained by our farmers. Our farmers work hard, and are the most productive in the world, and we aim to protect them,” said Secretary Perdue.

These programs will assist agricultural producers to meet the costs of disrupted markets:

- USDA’s Farm Service Agency (FSA) will administer the Market Facilitation Program (MFP) to provide payments to corn, cotton, dairy, hog, sorghum, soybean and wheat producers starting September 4, 2018. This is the first payment period. The second payment period, if warranted, will be determined by USDA.
- USDA’s Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities unfairly targeted by unjustified retaliation. USDA’s Food and Nutrition Service (FNS) will distribute these commodities through nutrition assistance programs such as The Emergency Food Assistance Program

(TEFAP) and child nutrition programs.

- Through the Foreign Agricultural Service’s (FAS) Agricultural Trade Promotion Program (ATP), \$200 million will be made available to develop foreign markets for U.S. agricultural products. The program will help U.S. agricultural exporters identify and access new markets and help mitigate the adverse effects of other countries’ restrictions.

“President Trump has been standing up to China and other nations, sending the clear message that the United States will no longer tolerate their unfair trade practices, which include non-tariff trade barriers and the theft of intellectual property. In short, the President has taken action to benefit all sectors of the American economy – including agriculture – in the long run,” **said Secretary Perdue**. “It’s important to note all of this could go away tomorrow, if China and the other nations simply correct their behavior. But in the meantime, the programs we are announcing today buys time for the President to strike long-lasting trade deals to benefit our entire economy.”

Background on Market Facilitation Program:

MFP is established under the statutory authority of the Commodity Credit Corporation (CCC) and administered by FSA. For each commodity covered, the payment rate will be dependent upon the severity of the trade disruption and the period of adjustment to new trade patterns, based on each producer’s actual production.

Interested producers can apply after harvest is 100 percent complete and they can report their total 2018 production. Beginning September 4th of this year, MFP applications will be available online at www.farmers.gov/MFP. Producers will also be able to submit their MFP applications in person, by email, fax, or by mail.

Eligible applicants must have an ownership interest in the commodity, be actively engaged in farming, and have an average adjusted gross income (AGI) for tax years 2014, 2015, and 2016 of less than \$900,000. Applicants must also comply with the provisions of the “Highly Erodible Land and Wetland Conservation” regulations. On September 4, 2018, the first of two MFP payment periods will begin. The second payment period, if warranted, will be determined by the CCC.

Market Facilitation Program

Commodity	Initial Payment Rate	Est. Initial Payment** (in \$1,000s)
Cotton	\$0.06 / lb.	\$276,900
Corn	\$0.01 / bu.	\$96,000
Dairy (milk)	\$0.12 / cwt.	\$127,400
Pork (hogs)	\$8.00 / head	\$290,300
Soybeans	\$1.65 / bu.	\$3,629,700
Sorghum	\$0.86 / bu.	\$156,800
Wheat	\$0.14 / bu.	\$119,200
Total		\$4,696,300

** Initial payment rate on 50% of production

The initial MFP payment will be calculated by multiplying 50 percent of the producer’s total 2018 actual production by the applicable MFP rate. If CCC announces a second MFP payment period, the remaining 50 percent of the producer’s total 2018 actual production will be subject to the second MFP

payment rate.

MFP payments are capped per person or legal entity at a combined \$125,000 for dairy production or hogs. Payment for dairy production is based off the historical production reported for the Margin Protection Program for Dairy (MPP-Dairy). For existing dairy operations, the production history is established using the highest annual milk production marketed during the full calendar years of 2011, 2012, and 2013. Dairy operations are also required to have been in operation on June 1, 2018 to be eligible for payments. Payment for hog operations will be based off the total number of head of live hogs owned on August 1, 2018.

MFP payments are also capped per person or legal entity at a combined \$125,000 for corn, cotton, sorghum, soybeans and wheat.

For more information on the MFP visit www.farmers.gov/MFP or contact your local FSA office, which can be found at www.farmers.gov.

Background on Food Purchase and Distribution Program:

The amounts of commodities to be purchased are based on an economic analysis of the damage caused by unjustified tariffs imposed on the crops listed below. Their damages will be adjusted based on several factors and spread over several months in response to orders placed by states participating in the FNS nutrition assistance programs.

Food Purchases

Commodity	Target Amount (in \$1,000s)
Apples	\$93,400
Apricots	\$200
Beef	\$14,800
Blueberries	\$1,700
Cranberries	\$32,800
Dairy	\$84,900
Figs	\$15
Grapefruit	\$700
Grapes	\$48,200
Hazelnuts	\$2,100
Kidney Beans	\$14,200
Lemons/Limes	\$3,400
Lentils	\$1,800
Macadamia	\$7,700
Navy Beans	\$18,000
Oranges (Fresh)	\$55,600
Orange Juice	\$24,000
Peanut Butter	\$12,300
Pears	\$1,400
Peas	\$11,800
Pecans	\$16,000
Pistachios	\$85,200
Plums/Prunes	\$18,700
Pork	\$558,800
Potatoes	\$44,500

Rice	\$48,100
Strawberries	\$1,500
Sweet Corn	\$2,400
Walnuts	\$34,600
Total	\$1,238,800

Program details yet to be determined

Commodity	Target Amount (in \$1,000s)
Almonds	\$63,300
Sweet Cherries	\$111,500
Total	\$174,800

Products purchased will be distributed by FNS to participating states, for use in TEFAP and other USDA nutrition assistance programs.

Purchasing:

AMS will buy affected products in four phases. The materials purchased can be adjusted between phases to accommodate changes due to: growing conditions; product availability; market conditions; trade negotiation status; and program capacity.

AMS will purchase known commodities first. By purchasing in phases, procurements for commodities that have been sourced in the past can be purchased more quickly and included in the first phase.

Vendor Outreach:

To expand the AMS vendor pool and the ability to purchase new and existing products, AMS will ramp up its vendor outreach and registration efforts. AMS has also developed flyers on how the process works and how to become a vendor for distribution to industry groups and interested parties. Additionally, AMS will continue to host a series of free webinars describing the steps required to become a vendor. Stakeholders will have the opportunity to submit questions to be answered during the webinar, or to be included in a Frequently Asked Questions document. Recorded webinars are available to review by potential vendors, and staff will host periodic Question and Answer teleconferences to better explain the process.

Product Specifications:

AMS maintains purchase specifications for a variety of commodities, which ensure recipients receive the high-quality product they expect. AMS in collaboration with FNS regularly develops and revises specifications for new and enhanced products based on program requirements and requests and will be prioritizing the development of those products impacted by unjustified retaliation. AMS will also work with industry groups to identify varieties and grades sold to China and other offshore markets such as premium apples, oranges, pears and other products. AMS will develop or revise specifications to facilitate the purchase of these premium varieties in forms that meet the needs of FNS nutrition assistance programs.

Outlets:

AMS purchases commodities for use in FNS programs such as the National School Lunch Program, TEFAP and other nutrition assistance programs. AMS is working

closely with FNS to distribute products to State Agencies that participate in USDA nutrition assistance programs as well as exploring other outlets for distribution of products, as needed.

To the extent possible, FNS will identify items for distribution that are appropriate for each potential outlet. The products discussed in this plan will be distributed to States for use in the network of food banks and food pantries that participate in TEFAP, elderly feeding programs such the Commodity Supplemental Foods Program, and tribes that operate the Food Distribution Program on Indian Reservations.

These outlets are in addition to child nutrition programs such as the National School Lunch Program, which may also benefit from these purchases.

Distribution:

AMS has coordinated with the Office of the Chief Economist, FNS, Industry, and other agency partners to determine necessary logistics for the purchase and distribution of each commodity including trucking, inspection and audit requirements, and agency staffing.

Background on Agricultural Trade Promotion Program:

The FAS will administer the ATP under authorities of the CCC. The ATP will provide cost-share assistance to eligible U.S. organizations for activities such as consumer advertising, public relations, point-of-sale demonstrations, participation in trade fairs and exhibits, market research, and technical assistance. Applications for the ATP will be accepted until November 2, 2018 or until funding is exhausted. Funding should be allocated to eligible participants in early 2019. The ATP is meant to help all sectors of U.S. agriculture, including fish and forest product producers, mainly through partnerships with non-profit national and regional organizations.

Agricultural Trade Promotion Program

	Est. Amount (in \$1,000s)
Ag Products Total	\$200,000

###

Katie Zenk

House Agriculture Committee
Ranking Member Collin C. Peterson (D-MN)

Caution: This message originated from outside of the organization. Do not click on links or open attachments unless you recognize the sender and know the content is safe.

From: [Stout, Lisa S - DATCP](#)
To: [Rao, Ashwini P - DATCP](#)
Subject: Fwd: WEDC International Market Access Grant
Date: Wednesday, October 3, 2018 1:04:35 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

FYI

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: <muldoondairy@charter.net>
Date: October 3, 2018 at 11:30:57 AM CDT
To: 'Monica Wahlberg' <monica.wahlberg@wedc.org>, "'Stout, Lisa S - DATCP'" <Lisa.Stout@wisconsin.gov>
Subject: RE: WEDC International Market Access Grant

Muldoon Dairy has been directly impacted by the Chinese tariffs and the US dropping out of the joint trade agreements such as AFTA, ASEAN and SEAPAC. We would hereby like to apply for \$100,000 to continue our marketing in Vietnam in 2019.

George Conway
(608)848-1344-office
(608)334-1589-cell
(608)848-1347-fax
gwconway@charter.net

From: Monica Wahlberg <monica.wahlberg@wedc.org>
Sent: Tuesday, October 2, 2018 10:50 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Muldoondairy@charter.net
Subject: RE: WEDC International Market Access Grant

Greetings George & Lisa,

Thanks for the referral Lisa.

It's been a long time since we've worked with Muldoon Dairy. George, I assisted you with a grant for \$2,000 to attend the Food & Hotel Asia Show in Singapore

back in 2012. Our grant program has come a long way since then. A base funding for an export project is up to \$10,000. I will send you a link to download our International Market Access Grant application packet in a separate email.

It's good to reconnect.

Monica

Monica Wahlberg
International Grants Manager
Wisconsin Economic Development Corporation
201 W. Washington Ave
Madison, WI 53703

Ph: 608.210.6734



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>



From: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>

Sent: Tuesday, October 2, 2018 8:59 AM

To: Monica Wahlberg <monica.wahlberg@wedc.org>; Muldoondairy@charter.net

Subject: WEDC International Market Access Grant

Dear Monica and George,

I would like to introduce you to each other. Monica (Tel: 210-6734) manages the international grants for Wisconsin Economic Development Corporation. George Conway has Muldoon Dairy and markets dairy internationally. George is based in Madison. Phone: 848-1344.

George would like to learn about the IMAG and how it works, what expenses it will cover. (booth space, shipping samples, translations, etc.)

<https://wedc.org/programs-and-resources/global-business-development-program/>

Best regards,

Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag
Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538

Lisa.stout@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

This message and any files transmitted to and from the Wisconsin Department of Agriculture, Trade, and Consumer Protection is open to public inspection under Wisconsin's public record law. Unless a legal exemption applies, this message and any response to it will be released if requested. If you are not the intended recipient of this email, please notify the sender immediately and delete it from your system.

From: [Stout, Lisa S - DATCP](#)
To: [Cosh, William - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: Fwd: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?
Date: Friday, August 10, 2018 4:28:57 PM

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: Madison Region Economic Partnership
<communications@madisonregion.org>
Date: August 9, 2018 at 2:58:02 PM CDT
To: lisa.stout@wi.gov
Subject: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?
Reply-To: communications@madisonregion.org

Having trouble viewing this email? [Click here](#)



**MADISON REGION
ECONOMIC PARTNERSHIP**

MadREP Report: August 9, 2018

Proposed New Tariffs on Chinese Imports

You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?

On Tuesday, July 17, 2018, the US Trade Representative (USTR) published the third installment of a proposed extensive list of products imported from China that could be subject to additional 10% tariffs.

MadREP Senior Vice President and Madison International Trade Association (MITA) President Michael Gay encourages local business to follow the issue closely. "We encourage you to stay on top of the tariff news and submit written comments if you have the opportunity," he said. "Please also feel free to [contact me](#) with questions."



This [spreadsheet](#) includes all three lists (Lists 1, 2 and 3) converted to Excel for easy sorting. This is an extensive list, covering a thousand or more tariff subheadings, so you may have to go through it carefully to identify your specific subheadings.

Interested parties should strongly consider filing comments to make the case that certain tariff items should be excluded from List 3. As an FYI, following the comment period for List 1, over 500 tariff lines were removed from the original proposed list. USTR requests that commenters address specifically whether imposing increased duties on a particular tariff item would be practicable or effective to obtain the elimination of China's current (adverse) acts, policies, and practices that were identified in USTR's initial Section 301 determination, and whether maintaining or imposing additional duties on a particular listed product would cause disproportionate economic harm to U.S. interests, including small or medium-sized businesses, and consumers.

Written comments must be filed by August 17, 2018.

[Read More](#)

A Government Office You'll Want on Speed Dial

Guest Columnist: Nancy Mistele

As citizens seek more transparency from government and less red tape and regulation, it's nice to see that our state government has taken the idea of reform seriously and have solid results to show for it.

One such example is the Office of Business Development, where directors have been proactive in reaching out to business owners across the state for their



Nancy Mistele Director
Office of Business
Development
Wisconsin Department of
Administration
www.doa.wi.gov

ideas and input on regulatory reform. Housed in the Secretary's Office at the Department of Administration to serve the citizens of Wisconsin, they work with leadership at all state agencies to solve problems and assist business in navigating to a variety of state and business resources. As business ombudsmen they have a customer service focus and span the public-private divide helping both business owners and government, with a focus on minimizing government impact so businesses can focus on true business activities. Through their outreach with Chambers of Commerce, Trade Associations and other business groups they've given more than 1200 presentations across Wisconsin's 72 counties. Business owners have brought over 1200 distinct issues to them seeking assistance.

[Read More](#)

What's next for the MadREP and the Madison Region?

In 2013, the Madison Region's existing regional economic development organization underwent rebranding, becoming MadREP, the Madison Region Economic Partnership. Having seen notable implementation successes with the first strategy, MadREP is embarking on a second five-year plan, *Advance Now 2.0*, to continue the Madison Region's economic momentum. Market Street Services is currently executing the competitive assessment portion of the strategy. .

We believe that every person is an expert about the place in which they live. We want to hear your perspectives on what it's like to live and work in the Madison Region. MadREP has launched a survey that will be a major component informing the recommendations in *Advance Now 2.0*. It will take roughly 10 to 15 minutes to complete. Your responses are confidential.

[Take the Survey](#)

REGIONAL NEWS

MadREP in the News:

Madison's connection to Foxconn

It's hard to imagine now, but the highly anticipated Foxconn Technology Group's complex in Mount Pleasant, Wisconsin, will be the size of 11 Lambeau Fields when finished. Rolling farmland will be replaced with one of the largest manufacturing campuses in the world. And the immense size of this project will require the help of businesses, students and researchers from every corner of the state.

To help get the project underway, Foxconn has found ready and willing partners in the Madison area to help the company train future factory workers and derive financial benefits for the region. Among those partners are the Madison Region Economic Partnership, Madison College and the University of Wisconsin-Madison.

[**Read More**](#)

Healthcare:

Lawsuit mulled in second UnityPoint Health data breach this year

An attorney who filed a class-action lawsuit against UnityPoint Health about a data breach discovered earlier this year is investigating additional action regarding a second security incident announced by the health system last week.

In the latest problem, UnityPoint Health notified 1.4 million patients, including 76,000 in Wisconsin, that their names, addresses and medical information - and, for some, driver's license, Social Security and payment card or bank account numbers - may have been compromised.

[**Read More**](#)

Life Sciences:

Madison Startup HealthMyne Raises \$15M

HealthMyne, a Madison-based startup that develops software for cancer care, has raised \$15 million in new funding.

The Series B round was led by Missouri-based Ascension Ventures, and included participation from local investors Venture Investors, 4490 Venture and WARF. HealthMyne has now raised more than \$26 million since it was founded in 2013.

The new funding will allow HealthMyne to expand commercialization efforts for its software platform that gives doctors analytics for medical imaging to help better treat cancer.

Agriculture, Food & Beverage:

Wisconsin Dairy Product Causes Widespread Recall Over Salmonella Concerns

Goldfish crackers and Ritz Bitz are some of the products that have been recalled after salmonella was found in an ingredient from Wisconsin.

Associated Milk Producers, Inc. issued a recall for dry whey powder produced at their plant in Blair during May and June.

Routine testing found some of the powder tested positive for salmonella, a bacteria that can cause fever, diarrhea or more serious infections in children and the elderly.

[**Read More**](#)

Information Technology:

Tech talent soars in Madison, report says

Madison's tech momentum is on the rise.

The Madison area is ranked third - tied with Orange County, California - on a list of 50 metropolitan areas in North America included in the Scoring Tech Talent Report issued by CBRE, a major commercial real estate services and investment firm based in Los Angeles.

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From: [Stout, Lisa S - DATCP](#)
To: jacob.thestonegroup@hotmail.com; [Mike Stone](#)
Subject: Fwd: You've heard about it in the news. Have you been wondering what actions you can take on the proposed tariffs?
Date: Friday, August 10, 2018 8:28:41 AM

See email below regarding China tariffs.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

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From: [Cosh, William - DATCP](#)
To: [Hummell, Richard P - DATCP](#); [Heinemann, Jack A - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Gegare, Debbie E - DATCP](#); [Schmitt, Kathy M - DATCP](#)
Subject: fyi
Date: Monday, April 2, 2018 4:43:33 PM

<https://www.wausaudailyherald.com/story/news/2018/04/02/wisconsin-ginseng-growers-worry-new-chinese-tariffs/477949002/>

From: [Kasper, Roger A - DATCP](#)
To: [DATCP DL Ag Development](#)
Cc: [Dick, James F - DATCP](#); [Zaber, David J - DATCP](#)
Subject: Gems or Chaff Clippings >> ON TOPICS OF Drought, Farm supports/status and Other topics of interest to DAD
Date: Friday, September 14, 2012 2:46:08 PM
Attachments: [2012 Drought and crop inflation concerns ver 2.xlsx](#)

DAD Staff,

BIG Division news made it in both major WI papers:

[Dairy Business Innovation Center to close down at end of month after losing funding](#)

Madison.com 9/13/2012

& [Dairy innovation center to shut down](#)

Jsonline.com 9/13/2012

Afraid drought conditions potentially got worse, but must read attached drought data carefully. 100% of WI is now considered “Abnormally Dry” which is not same as killer drought conditions. The area in extreme form of drought status only modified shape a little this week. Not significant change in amount of land covered as can see in attachment.

Other observation is prices are no longer increasing at high rate, maybe finding a new fix point as they fluctuated around the peak prices reached in the last week or two? Sorry, no cash market prices again this week. For some reason not getting FEEDSTUFFS magazine for a couple of weeks now.

Roger

GEM OR CHAF COLLECTION:

Order of collected clips is in the order of my current priorities I have to support Farm Center. Not comprehensive, but sampling of major national coverage (e.g. NY Times, Forbes, etc.), or something you might want to see that you might not catch in local news or two major ag papers.

I – DROUGHT

II – FARM STATUS & SUPPORTS

III - AGRIBUSINESS, EXPORTS, ETC.

IV – X-Files (or smile files) for twisted minds

Some of the clips cover multiple categories that I might be scanning, instead of listing multiple times, I tend to place in the first priority section named in above list. (e.g. article about decreasing ethanol exports is mainly result of drought concern, so placed within that section instead of the agribusiness general section.)

Let me know how I might better serve the spam to you.

I - DROUGHT

[Hay thefts piling up in Colo. as drought sends prices to historic highs](#)

CBS News – 9/14/2012

[Climate trends not promising for Wisconsin's agriculture future](#)

Wisconsin State Farmer – 9/13/2012

[Over 6,200 Acres of Hay Harvested Under Emergency Program](#)

Wisconsin Ag Connection - 09/13/2012

[Biggest US ag lender says it will stand by drought-hit customers](#)

Reuters – 9/12/2012

[Special Drought Cover Crop Signup for Reaps 14,000 Acres](#)

Wisconsin Ag Connection - 09/12/2012

[CRP Emergency Grazing Extended to November 30](#)

Wisconsin Ag Connection - 09/12/2012

[Northeastern Wisconsin farmers shake off drought](#)

Green Bay Press Gazette & Appleton Post Crescent - - Sep 9, 2012

Could be worse; some samples of issues in harder hit areas:

[Drought dries up 200 miles of Arkansas River - CBS News Video](#)

CBS News – 9/13/2012

[Dealing with *drought* at the Hoover Dam](#)

The Washington Post – 9/10/2012

[Ranchers Cope with Herd Losses from Isaac's Floods](#)

TIME - 9/11/2012

II – FARM STATUS & SUPPORTS

1st of 2 subsections is collection of sample press on Farm Bill & Federal Budget events of week and some range of opinions or concerns.

[Shutdown averted but Congress now faces 'fiscal cliff'](#)

KBOI-TV - 9/14/2012

[Stop-gap bill on government spending on way to Senate](#)

The Detroit News - 9/14/2012

[US Congress passes stop-gap six-month funding measure](#)

Reuters - 9/14/2012

[Sec. Vilsack's concern for Wisconsin's dairy industry appreciated, but inaccurate](#)

Dairy Business Association – 9/14/2012

[Wis. lawmakers among those seeking extension of federal dairy program](#)

WisPolitics.com – 9/14/2012

[What happens if Congress doesn't pass new Farm Bill?](#)

Wisconsin State Farmer – 9/13/2012

[GOP Farm Bill Obstruction Could Defund 90 Percent Of Department Of Agriculture](#)

ThinkProgress – 9/14/2012

[WI small farmers and citizens speak out against agricultural subsidies in farm bill](#)

WISPIRG – 9/10/2012

The Washington DC "Farm Bill Now" rally:

[Hundreds Attend 'Farm Bill Now!' Rally in D.C.](#)

USAgNet - 09/13/2012; many reported on event, here is some big name sources: [Politico - 9/12/2012](#); [NY Times version – 9/12/2012](#) and [Rally supporting farm bill might be too late](#). The Hill - 9/12/2012

2nd of 2 subsections is just a random collection of articles related to news on farm supports and status.

[Apply now for Producers First technical assistance](#)

AgriView – 9/13/2012

[North Central Wisconsin Small Farms Conference held Sept. 22](#)

AgriView – 9/13/2012

[Farms need to start year-end financial plan now to avoid problems later](#)

AgriView – 9/13/2012

[Bremer named top ag lender](#)

The Country Today – 9/12/2012; “*AMERY — Bremer Bank has been listed as the 14th largest ag lender in the U.S. this year, based on volume*”

[Few reasons to holler over this year's apple harvest](#)

Jsonline.com - 9/11/2012

[Insurance Pilot Program Expanded for MI Sweet Cherry Growers](#)

USAgNet - 09/11/2012

[Farm Service Agency Increases Guaranteed Loan Limit](#)

Wisconsin Ag Connection - 09/10/2012

III - AGRIBUSINESS, EXPORTS, ETC.

List by date posted.

[WisBusiness: Diplomats say free trade, not tariffs, help grow economy for all](#)

Wisbusiness.com - 9/14/2012

[Wisconsin Dairy Products Take Honors at WDPA Contest](#)

Wisconsin Ag Connection - 09/14/2012

[Irrigated vegetable production key to central Wisconsin economy](#)

AgriView – 9/13/2012

[Renewed focus on U.S. crop exports](#)

AgriView – 9/13/2012

[Wisconsin Beef - September 2012](#)

AgriView – Special section posted

[Dairy delivery service brings residents fresh milk, cheese](#)

Wisconsin Rapids Tribune - 9/13/2012

[BPI sues ABC News for 'pink slime' defamation](#)

Businessweek – 9/13/2012

[Second Quarter Corn and Soybean Transportation Costs Up in Gulf and PNW](#)

Featured article of 9/13/2012 – USDA's Grain Transportation Report

[Organic Food: Truths and Fables](#)

New York Times - 9/13/2012

[Cheese Wedding Cakes – A New Wedding Tradition](#)

Sacramento Bee - 9/13/2012

[\(Dane Co.\) Invests in expanded WiFi Access to help World Dairy Expo 2012](#)

Dane County Exec. Parisi – 9/13/2012

[Marketing Assistance Loans Available to Producers](#)

Wisconsin Ag Connection - 09/13/2012

[Dane County Looking for Host Family to Hold Farm Tech Days](#)

Wisconsin Ag Connection - 09/13/2012

[Celebrating a rich history: 2012 fair was Richland County's 150th](#)

The Country Today – 9/12/2012

[Table Talk: 10 chefs to host swank cheesemaker dinners](#)

Madison.com – 9/12/2012

[Study Suggests Canada's Beef Industry at a Tipping Point](#)

USAgNet - 09/12/2012

[Boetel to Head UW-RF Ag Business Management Center](#)

Wisconsin Ag Connection - 09/12/2012

[Buttermilk, Often Maligned, Begins to Get Its Due](#)

NY Times – 9/12/2012, “Small suppliers and notable chefs are embracing the traditional byproduct of butter-making - creamy, tangy buttermilk.”

[Meet the Cheesemaker Gala expands to more than 40 dairy artisans](#)

Wisconsin Cheese Originals – 9/11/2012

VERY INTERESTING STORY ABOUT INDIA DAIRY INDUSTRY

[India's Dairy King Leaves Behind 'a Butter Place'](#)

Bloomberg - 9/11/2012 & [Letter from India: India's Accidental Dairy King](#)

NY Times – 9/12/2012 “Vergheese Kurien, who turned India from an importer of milk powder to the world's largest producer, stayed humble until his death at 90. And he didn't like to drink milk.”

[Weekly Outlook: Renewed Focus on U.S. Crop Exports](#)

USAgNet - 09/11/2012; related items from Wheeler Report: [Bureau of Economic Analysis](#). US international trade in goods and services (report) [Acting Commerce Sec. Blank](#). (Spin on report)

[U.S. Soybean Trade Relationships Grow in September](#)

USAgNet - 09/11/2012

[State Maple Syrup Producers Holding Fall Tour](#)

Wisconsin Ag Connection - 09/11/2012

[Web-based Ag Tourism Resource Aims to Keep Farm Visitors Safe](#)

Wisconsin Ag Connection - 09/11/2012

[European Dairy Giant To Help Rebuild Chinese Dairy Industry Reputation](#)

ChinaCSR.com - 9/10/2012

[Islamic Poultry for Latino Tables \(Yes, They Have Chilies, Too\)](#)

NY Times - 9/8/2012, "A halal butcher in East Los Angeles expected patronage by fellow Muslims. Latino immigrants became its customers instead, making for some admirable cultural interaction."

(WI) [Ag secretary visits annual Farm Bureau meeting](#)

Monroe Times – 9/7/2012

[Colorado-based Aurora Organic Dairy to pay \\$7.5 million settlement](#)

Denver Post - Sep 7, 2012 & The company press release on story. [Aurora Organic Dairy Reaches Settlement On Marketing Claims](#) PR Newswire (press release) - Sep 7, 2012
[IPO Market Gets Organic Fever](#)

Investorplace.com - Sep 6, 2012, "One of the surprising deals for 2012 is Annie's (NYSE:BNNY), which is a top producer of organic foods. The IPO came to the market in late March at \$19 a share and it closed on Wednesday at \$43.63."

IV – X-Files (or smile files) for twisted minds

[Rodeo girls put panties on cows](#)

CNN – 9/13/2012

MY OBSERVATION: I am so glad other news services corrected story and said it was calves, not cows. I have been to a few rodeos and don't remember this event, must be something unique to Canada, like "bum darts". They have a different sense of fun north of the border.

[Where Cows Are Happy and Food Is Healthy](#)

New York Times - Sep 8, 2012, "FOOD can be depressing. If it's tasty, it's carcinogenic. If it's cheap, animals were tortured. But this, miraculously, is a happy column about food! It's about a farmer who names all his 230 milk cows, along with his 200 heifers and calves, and loves them like children."

MY EXPERIENCE: When I started to work at UW Dairy Barn, I was told to always treat the cows like respectable ladies and using a name was important. BUT, only name needed to know was Martha. This recommendation also

came along with advice not to use the same single name approach with woman we dated; it might not result in lasting relationships.

From: [Gegare, Debbie E - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: Ginseng meeting
Date: Thursday, May 10, 2018 9:55:23 AM
Attachments: [Agenda_Secretary Harsdorf DATCP Meeting 05.11.18.doc](#)

Hi Christine,

Here is the agenda for the meeting tomorrow...nothing on here should be troubling. Thanks for setting up these meetings and adding people and rearranging and for being you. 😊

Debbie Gegare

Program Manager, Market Orders, Cultivated Ginseng and County Fairs

Bureau of Communications & Outreach/Division of Agricultural Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608)224-5116

Debbie.Gegare@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Gegare, Debbie E - DATCP](#)
To: [DATCP DL Ag Development](#)
Subject: Ginseng Tariff News
Date: Monday, April 30, 2018 12:36:41 PM

<https://www.wsj.com/articles/chinese-tariffs-perfect-target-american-ginseng-1524678849>

https://www.washingtonpost.com/business/economy/this-rural-wisconsin-county-is-famous-in-china-a-trade-war-could-take-it-all-away/2018/04/25/7addbeca-3f54-11e8-a7d1-e4efec6389f0_story.html?noredirect=on&utm_term=.7f03d440651b

Couple articles on Ginseng and the Tariff... Might be of interest.

Debbie Gegare

Program Manager, Market Orders, Cultivated Ginseng and County Fairs

Bureau of Communications & Outreach/Division of Agricultural Development

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https://www.washingtonpost.com/business/economy/this-rural-wisconsin-county-is-famous-in-china-a-trade-war-could-take-it-all-away/2018/04/25/7addbeca-3f54-11e8-a7d1-e4efec6389f0_story.html?noredirect=on&utm_term=.7f03d440651b

Couple articles on Ginseng and the Tariff... Might be of interest.

Debbie Gegare

Program Manager, Market Orders, Cultivated Ginseng and County Fairs

Bureau of Communications & Outreach/Division of Agricultural Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608)224-5116

Debbie.Gegare@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Hummell, Richard P - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: Ginseng
Date: Tuesday, April 17, 2018 5:06:00 PM

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Lu, Jennifer Y - DATCP
Sent: Friday, April 6, 2018 3:21 PM
To: Cosh, William - DATCP ; Gegare, Debbie E - DATCP
Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP
Subject: RE: Media inquiry from the Washington Post re: ginseng

Here is some info for your consideration to pass along:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

Best regards,
Jennifer Lu
International Agri-Business Center
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive, Madison, WI 53708-8911
Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP
Sent: Friday, April 6, 2018 2:44 PM

To: Gegare, Debbie E - DATCP <Debbie.Gegare@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>

Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

Subject: FW: Media inquiry from the Washington Post re: ginseng
Debbie and Jennifer,
Would you have any of the following?
Bill

From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Media inquiry from the Washington Post re: ginseng
Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,
Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Gandara, Enrique R - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Knigge, Krista M - DATCP](#); [Ripp, Keith - DATCP](#)
Cc: [Rao, Ashwini P - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: Hearing on The Effects of Tariffs on U.S. Agriculture and Rural Communities
Date: Wednesday, July 18, 2018 6:03:36 PM

Chairman Reichert Opening Statement at Hearing on The Effects of Tariffs on U.S. Agriculture and Rural Communities

WASHINGTON, D.C. – House Ways and Means Trade Subcommittee Chairman Dave Reichert (R-WA) delivered the following opening statement at a Subcommittee Hearing on The Effects of Tariffs on U.S. Agriculture and Rural Communities.

[CLICK HERE](#) to watch the hearing.

Remarks as prepared for delivery:

"Good afternoon. The Subcommittee will come to order. Welcome to the Ways and Means Trade Subcommittee hearing on the effects of tariffs on U.S. agriculture and rural communities. Before hearing from our witnesses, I would like to make a few points.

"As many of you know, U.S. farmers, ranchers, and growers right now are caught in the middle of international crossfire. First, they are hurt because products, such as equipment, chemicals, and fertilizer, which they need to, run lean and competitive agriculture operations have been included on the Administration's Section 301 list, as well as the steel and aluminum they need. Then, adding insult to injury, they are the first to face retaliatory tariffs from across the globe as countries react to U.S. trade policy decisions. In fact, U.S. agriculture is now facing retaliatory tariffs from the EU, China, Mexico, Canada, Turkey, Russia, and India.

"Now, I know that the Administration did not intend for U.S. agriculture to be hurt, but the damage is entirely predictable. As some of you know well, low commodity prices have made the last several years very challenging for many American farmers. And what we're hearing from farmers, ranchers, producers, and fisherman in my home state of Washington, and many other states across the country, is that U.S. agriculture just isn't in a healthy place.

"Most of our agriculture producers today rely heavily on export markets, and unfortunately, many of these farmers and producers are now facing the loss of not just one of their top international export markets, but their top 2, 3, and 4 export markets – all at once. They are facing severe and devastating uncertainty – and that goes right to their profitability.

"Now, it's important to acknowledge that the President is absolutely correct that we need to stand up to China's unfair and predatory trade practices, including overcapacity in steel and aluminum, IP theft and other Chinese policies that endanger the innovative technologies developed by U.S. companies. As we take on China, though, we must take into account the effects on U.S. agriculture, like the examples we'll hear today.

"I've heard heart-wrenching stories, in some cases of farmers and families already scrambling to make ends meet, who are forced to make difficult decisions to cope with the uncertainty caused by tariffs. They don't know what and how much they should plant. They are having trouble getting financing, and they are forced to put expansion plans on hold. Entire rural communities are affected when farmers are struggling – their suppliers and workers, and even banks, restaurants, and school districts.

"As we learn about the challenges that many people in the agriculture sector are facing, it's critical to remember that many family farmers have invested all they have in their farms, their orchards, or their ranches – and sometimes these have been in their families for generations.

"This is serious business – it is their livelihood. And even worse, our small farmers and producers are suffering the most, because they already are running on tight margins, without the economies of scale that the larger producers can benefit from.

"In my home state of Washington, one winery has already lost \$500,000 in export sales after China imposed a tariff in retaliation for the Section 232 tariffs – their shipments dropped by 50 percent in the second quarter alone. In another sector, USDA reported that China canceled nearly \$140 million in soybean contracts at the end of June. And as you will hear in a few minutes from our witness from Washington State, cherry producers are really feeling the pinch during their short cherry season, as they face an additional 25 percent tariff in China, their top export market.

"Today we'll hear from a broad range of American agriculture producers about the real-world impact of increased tariffs. I'm eager to hear from our witnesses and learn how these tariffs are affecting their farms, families, and communities. Our hearing will focus on both U.S. tariff increases related to the Section 232 action on steel and aluminum and the Section 301 tariffs on China as well as retaliatory tariffs from around the world.

"I look forward to learning from our excellent panel of witnesses today as we all continue to engage with the President regarding how to reach a durable solution to the challenging trade agenda. I, for one, have urged the President to restore the exemptions from steel and aluminum tariffs for Mexico and Canada – two of America's most trusted allies that are also incredibly important markets for our agricultural exports.

"At the same time, I am encouraging the President to push forward

with our negotiations with our other international trading partners, including with China, to find a solution that evens the playing field for American workers, manufacturers, service providers, and farmers, while at the same time making sure that farmers don't become collateral damage.

"We also cannot lose sight of the cost of inaction when it comes to new markets. When our trading partners move forward and make agreements without us, our farmers, workers, and business fall behind."

###

Enrique R. Gandara

International Agri-Business Center – Division of Agriculture Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

PO Box 8911

2811 Agriculture Dr.

Madison, WI 53708

Telephone: 608-224-5113

Fax: 608-224-5111

Cel: 608-216-3930

E-mail: enrique.gandara@wi.gov

Website: <http://datcp.state.wi.us>

Skype: Enrique.gandara21

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From: [Cosh, William - DATCP](#)
To: [Dedinsky, Paul - DATCP](#); [Walz, Sheri A - DATCP](#)
Subject: here is the Milwaukee Journal Sentinel Story
Date: Monday, October 22, 2018 1:05:55 PM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)

<https://www.jsonline.com/story/money/2018/10/22/tariffs-boats-cribs-bourbon-more-rattle-wisconsin-manufacturers/1686445002/>

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:6082245020)
Cell Phone: [\(608\) 513-8950](tel:6085138950)
Fax: [\(608\) 224-5034](tel:6082245034)
William2.Cosh@wisconsin.gov

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From: [Rao, Ashwini P - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: International Trade: Processed food products and food ingredients
Date: Tuesday, July 10, 2018 4:57:25 PM
Attachments: [SnapshotInternationalTradeKrista_07.10.2018.pptx](#)

Hi Krista,

Per our conversation, find attached some slides that provide information on our top markets, challenges and new markets. Note this is for processed food products and food ingredients. Is this the kind of information you are looking for?

Jennifer is back next week and I can work with her to get you something similar. If you have questions or need additional information, please let me know.

Regards
Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5119
Cell Phone: 608-224-9932
Ashwini.rao@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Stamm, Christine A - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: INTERVIEW - Bruce Marcus WRJO

Bruce Marcus, News, WRJO
cell 608-799-3542

Topic: Possible impact the proposed Chinese tariffs could have on Wisconsin agriculture

Heartland Communications Group LLC is a small market radio group serving North central and Northwestern Wisconsin. Heartland owns six AM and FM stations serving the markets of Ashland, WI; Superior, WI; Ironwood, MI; Iron River, WI; Eagle River, WI; Minocqua, WI, Rhinelander, WI and Three Lakes, WI plus many other smaller surrounding communities. Heartland delivers quality programming to listeners and results for our advertisers.

Our stations broadcast a variety of formats: Country, Real Rock, Classic Hits, Oldies and "Freedom Talk." With these formats, Heartland is able to serve a wide-listening audience and our advertisers

From: [Stamm, Christine A - DATCP](#)
To: [Andre, Ashley K - DATCP](#); [Cosh, William - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: Jim Holte remarks and WFBF Press Release
Date: Tuesday, May 29, 2018 5:16:30 PM
Attachments: [Jim's comments - Trade event May 30.docx](#)
[Trade Event 2018.doc](#)

FYI

From: Amy Eckelberg
Sent: Tuesday, May 29, 2018 3:48 PM
To: Stamm, Christine A - DATCP
Cc: Karen Gefvert
Subject: [WARNING: ATTACHMENT(S) MAY CONTAIN MALWARE]RE: GUEST COLUMN FROM SECRETARY HARSDORF: Maintain focus on trade's importance to agriculture
Hi Christine,
Attached are the comments that Jim will give tomorrow. We also will be sending a press release following the event. This release may change but a draft is also attached of that for you to look at.
Amy

Amy Eckelberg
Executive Director of Public Relations
Wisconsin Farm Bureau Federation
608.828.5706 | aeckelberg@wfbf.com
www.wfbf.com
A Voice for Farmers. A Vision for Agriculture. ®

Subject: Jim Holte remarks and WFBF Press Release
Date: Tuesday, May 29, 2018 5:16:30 PM

News Release

Wisconsin Farm Bureau Federation®

Website link

Contact: Amy Eckelberg, Executive Director of Public Relations, 608.828.5706

May 30, 2018

FOR IMMEDIATE RELEASE

Wisconsin Farm Bureau Co-Hosts

Event on Importance of Free and Fair Trade

MADISON – Wisconsin Farm Bureau Federation and Farmers for Free Trade co-hosted a roundtable on the importance of fair and free trade policies on state ag exports.

The roundtable, held on Wednesday, May 30, at the Arlington Agricultural Research Station, featured Wisconsin agribusiness owners, farmers, including Wisconsin Farm Bureau President Jim Holte, and Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection Sheila Harsdorf.

During the event roundtable participants discussed the need for certainty and predictability of trade policies. In 2017, Wisconsin exported \$3.5 billion of agricultural products to 147 countries, an increase of 3.6% compared to the previous year.

“Wisconsin farmers greatly benefit from trade,” said Wisconsin Farm Bureau President Jim Holte. “Wisconsin ranks 12th nationally for the value of agricultural exports. It’s important to our state’s economy.”

To emphasize the importance of free and fair trade Holte signed-on to a letter with other state Farm Bureau presidents across the Midwest to U.S. Secretary of Agriculture Sonny Perdue asking him to work with President Donald Trump to end the escalation of trade disputes with China that have and continue to threaten market opportunities for agricultural commodities and products.

The letter was sent May 15 to Secretary Perdue asking that the Secretary develop a plan to provide monetary

compensation to farmers and ranchers who may be hurt by retaliatory measures China may take in response to proposed U.S. tariffs on Chinese goods.

“Wisconsin Farm Bureau has been a long-time supporter of open markets and fair trade because our farmers can and should be able to compete in a global market place,” said Holte.

The May 30 event was held to continue to promote the need for fair trade and to give farmers a chance to talk with media representatives about why they need access to global markets.

Farmers for Free Trade informs the public about the benefits of free trade and mobilizes farmers and ranchers to take action to support beneficial trade agreements. Farmers for Free Trade is supported by thousands of farmers and agricultural businesses as well as numerous U.S. ag organizations, including American Farm Bureau Federation.

Wisconsin Farm Bureau Federation is the state’s largest general farm organization. Made up of 61 county Farm Bureaus, it represents agriculturists and farms of every size, commodity and management style.

Subject: Jim Holte remarks and WFBF Press Release
Date: Tuesday, May 29, 2018 5:16:29 PM

News Release

Wisconsin Farm Bureau Federation®

Website link

Contact: Amy Eckelberg, Executive Director of Public Relations, 608.828.5706

May 30, 2018

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Subject: Jim Holte remarks and WFBF Press Release
Date: Tuesday, May 29, 2018 5:16:29 PM

Comments for Trade Event – 5/30/18

I am privileged to be here representing farm families all over the state as president of the Wisconsin Farm Bureau Federation. A life-long farmer myself, I have great pride in the accomplishments of Wisconsin's agricultural community.

We are here today to discuss farmers access to free and fair trade. Wisconsin Farm Bureau has been a long-time supporter of open markets and fair trade because our farmers can and should be able to compete in a global market place.

Exports are a large component of Wisconsin agriculture. In 2016, Wisconsin exported more than \$3.4 billion worth of agricultural products to 150 countries. Exporting gives our farmers an opportunity to grow their businesses and share the products they are so good at growing.

Mexico and Canada are our biggest markets for exports. We rely heavily on those relationships for our products, as 52% of Wisconsin's agricultural exports are destined for those two countries.

Our markets depend on our trade negotiations and the varying rhetoric is unnerving. With all the unknown going on with international trade talks, farmers are just left hoping that some certainty comes soon. We need to secure solid and fair-trade agreements that bring the benefits of agricultural trade to our struggling farm economy.

Recently, to help emphasize the importance of free and fair trade I signed-on to a letter with other state Farm Bureau presidents across the Midwest to U.S. Secretary of Agriculture Sonny Perdue. We asked him to work with President Trump to end the escalation of trade disputes with China that have and continue to threaten market opportunities for agricultural commodities and products.

The letter was sent May 15 to Secretary Perdue asking that he develop a plan to provide monetary compensation to farmers and ranchers who may be hurt by retaliatory measures China may take in response to proposed U.S. tariffs on Chinese goods.

Trade is critical to our state's farmers and Wisconsin Farm Bureau will continue to work on promoting the need for free and fair trade because as I said earlier, our farmers can and should be able to compete in a global market place. It's now my honor to introduce our next speaker this morning.

Governor Walker appointed Sheila Harsdorf as Wisconsin's Secretary of the Department of Agriculture, Trade and Consumer Protection in 2017. Having known Sec. Harsdorf for 30-plus years, I know first-hand that she is an outstanding advocate for Wisconsin agriculture. I am honored today to introduce Sec. Harsdorf. She understands the diversity and strength in the state's \$88.3 billion agricultural economy and knows the importance of trade for farmers.

Prior to this position, she served in the state legislature representing northwestern Wisconsin for more than 25 years, first as a State Representative for the 30th Assembly District and most recently as a State Senator for the 10th Senate District. During this time, she was a member of numerous committees, including the Joint Committee on Finance and Senate Committee on Agriculture, Small Business and Tourism.

Prior to her service in the legislature, she dairy farmed full-time with her dad and brother. She earned her bachelor's degree in animal science from the University of Minnesota and has been an active member of the agricultural community, volunteering and serving as a board member for various organizations.

Please give a warm welcome to Secretary Harsdorf.

Subject: Jim Holte remarks and WFBF Press Release
Date: Tuesday, May 29, 2018 5:16:30 PM

Comments for Trade Event – 5/30/18

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Please give a warm welcome to Secretary Harsdorf.

From: [Hummell, Richard P - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: KKnigge tariff talking points
Date: Monday, October 29, 2018 4:15:44 PM
Attachments: [Knigge Talking Points for NPR Interview.docx](#)

Here you go Krista!

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Swenson, Jeffrey A - DATCP](#)
To: [DATCP DL Ag Development](#)
Subject: Market Update
Date: Friday, August 3, 2018 2:49:55 PM
Attachments: [7_30_18mktupdate.pdf](#)

Jeffrey A. Swenson

Livestock and Meat Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Swenson, Jeffrey A - DATCP](#)
To: [DATCP DL AD Farm Center Madison](#); [Heinemann, Jack A - DATCP](#); [Gandara, Enrique R - DATCP](#); [Federman, Lois A - DATCP](#); [Stamm, Christine A - DATCP](#)
Subject: Market Update
Date: Thursday, March 29, 2018 10:09:47 AM
Attachments: [March 26 MktNotes.pdf](#)

Jeffrey A. Swenson

Livestock and Meat Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Subject: Market Update
Date: Thursday, March 29, 2018 10:09:47 AM

Week of March 26 Market Notes Omnibus Spending Bill passed by Congress, signed by President. Agriculture topics were included as part of the Omnibus SB. The bill reworks section 199A that had included language giving farmers a larger tax deduction if selling grain and other commodities to cooperatives. It also permanently exempts farmers from reporting air emissions from manure under the Comprehensive Environmental Response, Compensation & Liability Act (CERCLA) Livestock haulers are exempt from the Electronic-Logging Device (ELD) rule until Sept. 30, 2018. The ban on horse slaughter was renewed in the spending bill as well. The ban was set to expire Friday. According to National Agriculture Statistic Service (NASS): The Wisconsin all milk price for February 2018 was \$15.60 per hundredweight (cwt) according to the latest USDA, National Agricultural Statistics Service – Agricultural Prices report. This was 70 cents lower than last month’s price and \$3.40 lower than last February’s price. 82% of U.S. farm household income is expected to come from off-farm work this year, up from 53% in 1960, according to the U.S. Department of Agriculture. Beef sales in grocery stores is up 3 to 4 percent for January and February 2018. Beef sales at restaurants is also on the rise. Most economists and market experts are expecting beef supply to increase later this spring. Beef show lists are said to have doubled this week. Last Friday’s Cattle of Feed Report once again showed increased placements. Total cattle on feed is about 9 percent higher than a year ago. Feeder cattle prices have decreased based on supply and uncertain international trade climates. Most markets were reporting feeder cattle \$3-\$10 lower late last week. It’s unclear what impact impending trade disputes between the US and China will have on hog prices for the American Farmer. Chris Hurt, Ag Economist at Purdue University, says if China imposes tariffs on US pork (due to possible tariffs by the US on Steel and Aluminum) hog producers could see prices decrease by \$2.50 per hundred weight – or roughly \$7.00 per hog. Others say the impact will be far less...Dennis Smith of Archer Financial Services says Chinese pork prices are at four year lows. China doesn’t need are pork currently, and US exports to China had been decreasing anyhow. The Trump administration is seeking to accelerate the pace of negotiations over a revised North American Free Trade Agreement (NAFTA). They hope to have an agreement in principal by March 31 and have a legal review and final agreement finished by May 1. Three charity oversight groups have downgraded or pulled back support of The Humane Society of the United States (HSUS). The Better Business Bureau’s Wise Giving Alliance has removed its accreditation. Charity Navigator downgraded HSUS’s rating from four stars to two (four-star scale), with a “1” for finances. The site lists 74% of HSUS’s budget is spent on programs, of which 22.9% is fundraising. Animal Charity Evaluators (ACE) chose to rescind their 2016 Standout recommendation of group’s Farm Animal Protection Campaign. The U.S. and South Korea have agreed to amend the decade-old free-trade pact between the two countries. South Korea agreed to limit its steel exports to the U.S. and made concessions on auto imports. The U.S. agreed to exempt South Korea from the 25% tariff on steel that President Trump announced earlier this month. The United States is the largest supplier of beef to Korea is the second-largest pork supplier. U.S. red meat exports to Korea set a record last year of \$1.7 billion, up 19 percent year-over-year and up 69 percent from 2012.” The duty on U.S. beef has been reduced from 40 percent to 21.3 percent and will continue to decline each year until it is eliminated by 2026. Other pork and beef suppliers to Korea also have free trade agreements with similar market access. -more- Feeder Cattle - Bloomington, WI March 23, 2018. ALL DAIRY FEEDER CATTLE SALE Head Weight Kind Sex Notes CWT \$ Per Head 2 788 Jersey Steer 62.00 488.56 17 739 Hol Steer Shots, Clean 104.00 899.60 11 626 Hol Steer Shots, Clean 101.50 635.59 8 587 Hol Steer Shots, Dirty 89.00 522.43 13 555 Dairy x Beef Steer 107.50 596.63 2 475 Hol Heifer 72.00 342.00 38 438 Hol Steer Shots 116.00 504.60 21 969 Hol Steer 82.00 794.58 Fed Cattle – Lanesboro, MN March 28, 2018 Head Weight Kind Sex Notes CWT \$ Per Head 4 1551 Hol Steer 91.00 1440.50 4 1651 Hol Steer 87.25 1440.37 8 1523 Hol Steer 86.75 1321.20 4 1586 Hol Steer 90.25 1431.37 11 1409 Black Steer 125.00 1761.25 8 1443 Black Steer 125.00 1803.75 9 1582 Black Steer 122.75 1941.91 5 1322 Black Heifer 123.50 1632.67

Subject: Market Update
Date: Friday, August 3, 2018 2:49:55 PM

Market Update The Week of July 30, 2018 Prepared and written by Jeff Swenson, Wisconsin Department of Agriculture, Trade and Consumer Protection, Division of Agricultural Development. The price paid to Wisconsin dairy farmers dropped again in June according to the National Agriculture Statistics Service. The all milk price was \$16.50 per cwt compared to \$16.70 per cwt in May. The Wisconsin all milk price in June 2017 was \$17.90 per cwt. The national all milk price was \$16.30 per cwt, .10 higher than the national May price of \$16.20 per cwt. ## More details are emerging regarding the \$12 billion package to offset farm losses due to retaliatory tariffs. The plan includes direct payments to farmers producing dairy, soybeans, hogs, sugar, orange juice, cotton, corn and sorghum. Compensation will be based on this year's production and harvest. The government would also buy beef, pork, dairy, fruit, nuts, rice and legumes for anti-hunger programs as part of the plan. ## Beef Cow harvest increased 11 percent through the middle of July when compared to 2017 according to USDA's Ag Marketing News Service. Dairy cow harvest is up as well, but as discussed in previous Market Updates, it hasn't had an effect on dairy cow numbers nationally. The cow harvest is increasing the supply of ground beef and 90 percent lean trimmings putting some price pressure on those products. Prices are typically lower on the first of August, however, and tends to attract institutional buyers stocking up for school meal programs which may offset the additional supply. ## Recent activity in the wheat market works to remind us that agriculture is indeed a global market. Wheat futures prices have put in gains and cash is climbing as well this week. Dry weather in wheat growing areas like the Black Sea Region, Europe and Russia means the U.S. crop will be met with additional buyers. Some analysts are already predicting more wheat being planted in the U.S. this fall, replacing some corn and soybean acres. ## Additional rounds of tariffs have put Chinese duties on U.S. pork at 70 percent. China produces approximately 97 percent of the pork the country consumes. Even with producing most of the pork it needs, China has generally purchased 10 percent of pork the U.S. exports (127, 933 metric tons in 2017.) The larger challenge with the tariffs is the loss of a market for offal (organs and entrails) often called variety meat. Parts of the hog that would be used only for pet food in the United States are considered a delicacy by Chinese consumers. In 2017, The U.S. exported 181,351 metric tons of variety meat to China worth \$425.2 million. ## The Senate passed a further delay to implement Electronic Logging Devices (ELDs) for livestock truckers. This would extend the delay until September 30, 2019. Livestock groups have opposed the use of ELDs and limiting hours livestock truckers can operate arguing that it would have an adverse effect on animal welfare. ## Corn conditions in Wisconsin were rated 81 percent good to excellent in this week's Crop Condition and Progress Report. Wisconsin Soybeans were rated 79 percent good to excellent and pasture conditions were rated 73 percent good to excellent. Topsoil moisture in the state was rated 23 percent short to very short, however. The U.S. drought monitor is showing a swath through Wisconsin's mid-section as abnormally dry. Some traders and analysts are concerned that dry and hot conditions in the Cornbelt over the next 10 days will coincide with soybean flowering and pod-filling which could decrease bean yields. ##

From: [Cosh, William - DATCP](#)
To: [Markor, Kelly A - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: media contact
Date: Friday, April 6, 2018 4:34:41 PM

Caitlin Dewey. Reporter, Washington Post. Ginseng. Bill Cosh and Jennifer Lu handled. Caitlin is working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and was looking for some statistics on how much the ginseng industry contributes to Wisconsin's economy. I provided her with a copy of Crystal Siemers-Peterman's article on Ginseng along with the following statistics:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

From: [Dewey, Caitlin](#)
To: [Cosh, William - DATCP](#)
Subject: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 3:41:05 PM

Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: DAD_1@datcp.gov
To: [Knigge, Krista M - DATCP](#)
Subject: Message from "RNP002673D0B328"
Date: Monday, October 29, 2018 4:17:48 PM
Attachments: [20181029152330424.pdf](#)

This E-mail was sent from "RNP002673D0B328" (MP 5054).

Scan Date: 10.29.2018 15:23:29 (-0500)

Queries to: DAD_1@datcp.gov

From: [Girard, Alexander C - DATCP](#)
To: [Andre, Ashley K - DATCP](#); [Cosh, William - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Moll, Keeley A - DATCP](#); [Ripp, Keith - DATCP](#)
Subject: Mexico Retaliatory Tariffs - Update for 6/5
Date: Tuesday, June 5, 2018 4:21:08 PM
Attachments: [image001.png](#)

Background:

On May 31st, President Trump announced that he is taking action to protect America's national security from the effects of global oversupply of steel and aluminum. Following extensive discussions and a months-long process, the President will implement tariffs on steel and aluminum imports from Canada, Mexico, and the European Union. The implementation of steel and aluminum tariffs follows the announcement by President Trump on March 8, 2018, of a 25 percent tariff on steel imports and a 10 percent tariff on aluminum imports.

Mexico Releases Retaliatory Tariffs – June 5th

The Mexican government unveiled a list of retaliatory tariffs it will now levy in response to the imposition of steel and aluminum tariffs by the U.S. last week.

The U.S. agricultural products that were targeted with tariffs ranging between 15%-25% include pork, cheese, apples, Bourbon, potatoes, and cranberries.

In a June 5th decree, the Mexican government argues the U.S. Section 232 steel and aluminum tariffs constitute a safeguard measure, not a national security one, and thus Mexico is entitled to retaliate with commercial tariffs.

Last week the Canadian government released a list of U.S. agricultural goods it will retaliate against for the same reason. The Canadian tariffs of 25 percent on steel and 10 percent on aluminum will aim to match U.S. penalties on a dollar-for-dollar basis. USDA's Foreign Agricultural Service has estimated the Canadian tariffs, which go into effect on July 1, will target \$2.5 billion in U.S. agricultural goods.

Both Mexico and Canada have also filed dispute settlement cases against the U.S. at the World Trade Organization, challenging the U.S. Section 232 tariffs on steel and aluminum.

What is U.S. Section 232:

Section 232 of the Trade Expansion Act of 1962, as amended, gives the executive branch the ability to conduct investigations to "determine the effects on the national security of imports." Within 270 days of initiating any investigation, the Commerce Department issues a report to the President with the investigation's findings, including whether certain imports threaten to impair America's national security. The President has 90 days to determine whether he concurs with the findings and, if so, to use his statutory authority under Section 232 "to adjust the imports" as necessary, including through tariffs or quotas.

For more information:

Reuters – [“Aiming at Trump strongholds, Mexico hits back with trade tariffs”](#)

The Hill – [“Mexico to hit US with tariffs on pork”](#)

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114



From: [Stout, Lisa S - DATCP](#)
To: [Raffaele Mascolo](#)
Cc: [Jerry Haines \(jerry@tittletowncheese.net\)](mailto:jerry@tittletowncheese.net)
Subject: Mission to China
Date: Thursday, July 19, 2018 4:04:00 PM
Attachments: [Updated 2018FoodExportFocusedTradeMissioninSHH CDU SZH-1.docx](#)
[Retail Foods_Beijing ATO_China - Peoples Republic of 7-5-2018.pdf](#)

Dear Raffaele,

Welcome to the Food Export Trade Mission to China! I've attached the itinerary and a retail report on the China market. Please feel free to contact me at any time if you have any questions.

- Do you have a visa to entry to China?
- Hotel Reservation - I can change the hotel reservations from Jerry's name to yours. We are staying at JW Marriott hotels in all three cities. Please let me know if there are changes to dates:
 - Raffaele Mascolo - Check In Dates Aug 12th
 - Check Out Dates Aug 18th
 - Type of Room (single/double) single
 - # of rooms 1
 - # of people in each room 1
- Do you have your flights confirmed? You will need to arrive in Shanghai by Sunday, August 12th. Feel free to arrive early. See below for the in-country flights:

Tuesday, August 14, 2018

16:10PM Flight From Shanghai to Chengdu (Shanghai Airlines Flight No. FM9549)
Arrival in Chengdu at 19:25PM

Thursday, August 16, 2018

13:25PM Flight to Chengdu to Shenzhen (Flight No. China Air #4313)
Arrival in Shenzhen at 15:55PM

I am flying from Hong Kong on August 18 and will be taking ground transportation from Shenzhen to Hong Kong that morning to catch the flight back to Chicago.

Best regards,

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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feedback!

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From: Jerry Haines <jerry@titletowncheese.net>
Sent: Thursday, July 19, 2018 2:34 PM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Cc: Raffaele Mascolo <mascolocheese@gmail.com>
Subject: FW: From

Jerry Haines
President
Titletown Cheese
2200 Dickinson Road
Bldg 15 Suite B
DePere, WI 54115
Office 1-920-351-3555
Cell # 1-920-373-3884

From: copier@titletowncheese.net <copier@titletowncheese.net>
Sent: Thursday, July 19, 2018 8:23 AM
To: jerry@titletowncheese.net
Subject: From

From: [Girard, Alexander C - DATCP](#)
To: [Moll, Keeley A - DATCP](#); [Ripp, Keith - DATCP](#); [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#)
Cc: [Stamm, Christine A - DATCP](#)
Subject: NASDA Comments on Section 301 Tariffs and Member Resources
Date: Thursday, August 30, 2018 2:23:00 PM
Attachments: [U.S. 301 Tariffs and Chinese Retaliation \(Timeline\) 080918.pdf](#)
[China Announces Supplemental Tariffs in Response to U.S. 301 Tariffs Beijing China - Peoples Republic of 8-6-2018.pdf](#)
[USTR Lighthizer Section301 8 28 2018 FINAL.pdf](#)

NASDA Members and State Staff,

As the administration considers a third round of increased tariffs on Chinese goods and products entering the U.S., NASDA has submitted the attached comments to the Office of the U.S. Trade Representative. The attached comments articulate concerns regarding retaliatory impacts on agriculture of these actions, as well as provide alternatives the administration may consider. The comments conclude by saying,

"While there are legitimate issues for the administration to address with China, it is imperative these issues be addressed with a coalition of likeminded countries in order to ensure U.S. agricultural producers are able to continue to take advantage of export opportunities with this vital export market. A stable trade policy environment helps facilitate predictable, rules-based trade while minimizing barriers and disruptions to trade."

Also attached to this email is a fact sheet/timeline on Section 301 tariffs and Chinese retaliation as well as an FAS report on China's proposed retaliation against U.S. food and agricultural products. If you're interested in also submitting comments to USTR on the proposed Section 301 tariffs, the docket can be accessed with the following link: <https://www.regulations.gov/document?D=USTR-2018-0026-0001>.

As always, please reach out to Alex Noffsinger (Alex@nasda.org) or myself with any questions or concerns you might have.

Regards,

Nathan Bowen

Executive Director, Public Policy

National Association of State Departments of Agriculture

4350 North Fairfax Drive, Suite 910

Arlington, VA 22203

(202) 296-9680 (Main)

(571) 447-5323 (Direct)

From: [Girard, Alexander C - DATCP](#)
To: [Moll, Keeley A - DATCP](#); [Ripp, Keith - DATCP](#); [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#)
Cc: [Stamm, Christine A - DATCP](#)
Subject: NASDA Comments on Section 301 Tariffs and Member Resources
Date: Thursday, August 30, 2018 2:23:41 PM
Attachments: [U.S. 301 Tariffs and Chinese Retaliation \(Timeline\) 080918.pdf](#)
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Nathan Bowen

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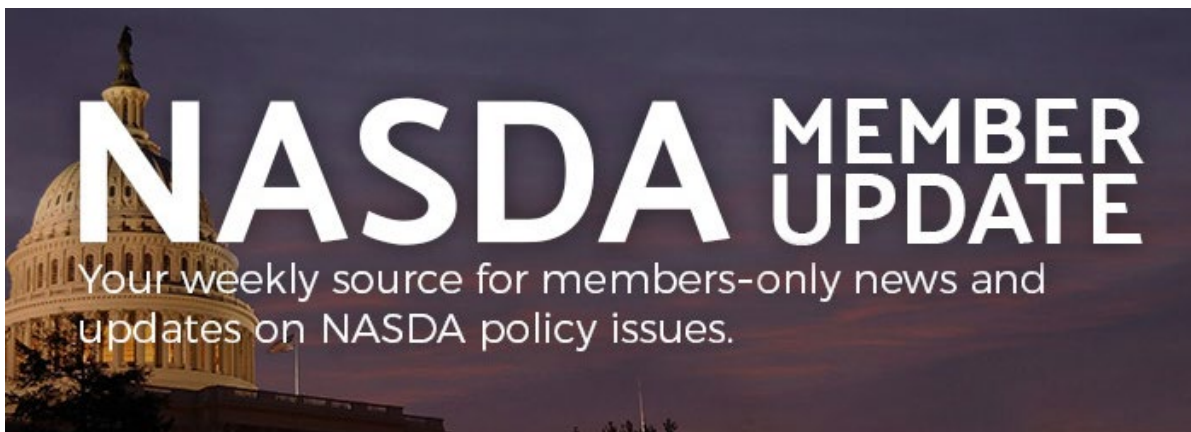
From: [Amanda Culp](#)
To: [Hummell, Richard P - DATCP](#)
Subject: NASDA Member Update
Date: Friday, August 31, 2018 10:30:15 AM

Having trouble viewing this email? [View in your browser.](#)

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NEWS POLICY EVENTS



August 31, 2018

Welcome to Connecticut from NASDA's President



We are sprinting toward the finish line in preparation for hosting all of you in Hartford September 8-12. We are ready for meaningful policy discussion, as well as, giving you a taste of Connecticut Grown, Connecticut's agricultural diversity and some insight into what it takes to farm in a densely populated state.

NASDA and Connecticut Department of Agriculture staff have worked exceptionally hard to put together a meeting that will move our collective agenda forward, challenge us to think about emerging issues and expose members and our partners to Connecticut agriculture and the northeast. Our 2018 NASDA Annual Meeting promises to carry on a wonderful tradition of mixing serious agriculture policy with fun.

Thank you all for what you do to advance American Agriculture through your leadership and participation in NASDA.

I look forward to seeing you in Connecticut,

Steven
Steven R. Reviczky
Commissioner
Connecticut Department of Agriculture
(860) 713-2501
www.CtGrown.com

USDA Announces Atypical Bovine Spongiform Encephalopathy Detection

The U.S. Department of Agriculture (USDA) is announcing an atypical case of Bovine Spongiform Encephalopathy (BSE), a neurologic disease of cattle, in a six-year-old mixed-breed beef cow in Florida. This animal never entered slaughter channels and at no time presented a risk to the food supply, or to human health in the United States.

USDA Animal and Plant Health Inspection Service's (APHIS) National Veterinary Services Laboratories (NVSL) confirmed that this cow was positive for atypical H-type BSE. The animal was initially tested at the Colorado State University (CSU) Veterinary Diagnostic Laboratory (a National Animal Health Laboratory Network laboratory) as part of routine surveillance of cattle that are deemed unsuitable for slaughter. APHIS and Florida veterinary officials are gathering more information on the case.

[Read More](#)

Please Join Us for the Tri-National Accord



Nuevo Leon has extended an official invitation to NASDA members to attend the **27th Tri-National Agricultural Accord** in Monterrey, Nuevo León, México from **Tuesday, October 16 to Thursday, October 18, 2018**. Please let Alex or Nathan know if you are interested in attending, or if you would like additional details.

Please visit <http://trinationalaccordnuevoleon.mx/> for more information from Nuevo Leon.

Philippines FTA on the Horizon

The U.S. and the Philippines could begin negotiating a free trade deal by December. Many view the Philippines as a positive trade partner, and agriculture access has been one of the main talking points thus far. Philippines-based executives are optimistic about growth potential in the country.

The Association of Southeast Asian Nations summit begins today in Singapore and American Ambassador Jeffrey Gerrish will promote free, fair and reciprocal trade in the U.S. with the region. Should a deal with the Philippines be negotiated, it would be the first bilateral deal promised by the Trump administration since withdrawing from the Trans-Pacific Partnership which is promising for the rest of the region.

USDA forecasts 13 percent drop in net farm income in 2018

According to a new report from USDA's Economic Research Service, net farm income, a broad measure of profits, is forecast to decrease \$9.8 billion (13.0 percent) from 2017 to \$65.7 billion in 2018. The report and more information is available [here](#).

What's Up With WOTUS?

The U.S. District for the District of South Carolina recently issued a ruling enjoining nationwide the Trump administration's rule that delayed until Feb. 2020 implementation of the 2015 WOTUS Rule. Importantly, the decision will immediately impact only 26 states. Action: NASDA members concerned with this step and the potential implementation of the 2015 rule are encouraged to reach out to their [local Corps office](#) for more information. An industry coalition has filed asking the SC court to issue a nationwide stay. There are mixed reports about when the Corps will start implementing the new rule.

CEO Update

Trade dominated NASDA work this week. We are pleased at press time to hear there might be an agreement in principle on NAFTA 2.0, now going swiftly past Monday's U.S.-Mexico agreement, and to include Canada. This would be a monumental step forward for farmers, agriculture stakeholders, and for the Administration. In addition, USDA announced details of the trade mitigation plan on Monday. On Monday, NASDA had no fewer than six calls convened by the White House, USDA and jointly of USDA and USTR for cleared advisors. **USDA's Ray Starling** reminded the **U.S. Food & Ag Trade Dialogue** on Thursday how important it is for agriculture to "make some noise" around our issues.

The tit-for-tat tariff activity between the U.S., China and other countries is raising increasing anxiety for farmers, agribusiness and the food industry. However, one practical challenge of today's situation is the three-fold messaging heard from many ag groups: 1) recognition of the egregious activities by China outlined in the Section 301 report, 2) while acknowledging

full opposition to the growing tariffs and negative impacts on farmers, while 3) not having any suggested tools or solutions to solve the conundrum.

I am pleased with NASDA's leadership in remarks to **USTR Ambassador Lighthizer** concerning proposed modification of actions. NASDA provides suggested alternative solutions. We have sent you those [comments](#) and a [Fact Sheet](#) on U.S. Tariffs and Chinese Retaliation.

NASDA states....."concerning the proposed determination modification of action pursuant to "Section 301: China's Acts, Policies, and Practices Related to Technology Transfer, Intellectual Property, and Innovation." In regards to this third list of tariffs, valued at \$200 billion, while NASDA fully appreciates and agrees with the Administration's findings of China's restrictive economic and trade policies, we believe bilateral negotiations and engaging a coalition of like-minded countries, will more effectively advance the Administration's goal of free and fair trade with China, while minimizing the risk to agriculture. United coalitions will ultimately prove more successful to resolving these outstanding issues while at the same time not endangering the U.S. agricultural industry."

Now more than ever, our work with trade coalitions amplifies NASDA's voice. The food, beverage and consumer products sectors are considering a joint letter (deadline COB today) to **Ambassador Lighthizer**, about concerns on the proposed 10% (now stated as 25%) tariffs to China on "List 3." At the Annual Meeting, you will hear the latest on trade and have the opportunity to [place your vote](#) in support of the pursuit of new free trade agreements and the importance of WTO and dispute settlement. You will also hear the latest on communications strategies from the **American Farm Bureau Federation** and **Americans for Farmers and Families**.

We appreciate your engagement on trade and the breaking challenges and actions. Please let Nathan or I know if you have comments, constructive criticism, or new ideas on strategic approaches on trade. This is a historic time from which the future of U.S. modern agriculture will emerge in a changed global landscape.

President Reviczky and NASDA are ready to go to Hartford. You won't want to miss it. We are ready for #ExploringOurRoots!

Onward and upward,

Barb



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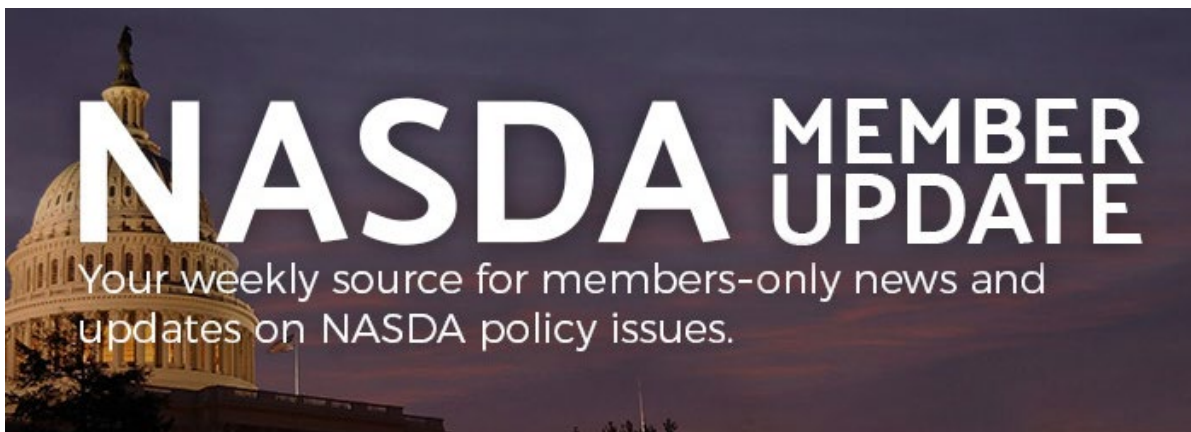
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NEWS POLICY EVENTS



August 3, 2018

7 Business Days Remain to Submit Policy Items for Member Consideration

Policy Amendments and Action Items should be submitted to Alex Noffsinger by Tuesday, August 14. Items submitted after this date will require a 2/3 vote for consideration. For your reference, NASDA's existing policy statements are available [online](#). Please contact [Alex Noffsinger](#) with any questions about our policy process.

USTR Increasing Possible China Tariff Level

In a Wednesday press release, U.S. Trade Representative Robert Lighthizer announced the President has directed USTR to consider increasing the proposed additional duty on Chinese products from 10 percent to 25 percent. The 25 percent duty would be applied to the “July 10 List,” the Chinese products the U.S. may levy \$200 billion in additional tariffs on. In his statement, Lighthizer said the change in the possible duty level to be levied “is intended to provide the Administration with additional options to encourage China to change its harmful policies and behavior...”

NFD: NASDA Analysis fo Tariffs

Final Farm Bill Conference Committee Announced

The Senate has named their nine Farm Bill conferees. They include: Senate Agriculture Chairman Pat Roberts (R-KS), Senate Majority Leader Mitch McConnell (R-KY), Sen. John Boozman (R-AR), Sen. John Hoeven (R-ND), Sen. Joni Ernst (R-IA), Ranking Member Debbie Stabenow (D-MI), Sen. Patrick Leahy (D-VT), Sen. Sherrod Brown (D-OH) and Heidi Heitkamp (D-ND).

Minority leader Chuck Schumer (D-NY) passed over Sen. Amy Klobuchar (D-MN) to appoint Heitkamp after her challenger, Rep. Kevin Cramer (R-ND) was named as a conferee for the House of Representatives.

McConnell reiterated his intent Wednesday to have a final version of the farm bill ready for President Donald Trump to sign by the end of Sept. 30, when many programs in the 2014 farm bill will expire. It has also been reported that the chairmen and ranking members of the Agriculture Committees will have weekly phone calls during the August recess in order to keep the bill on schedule.

Farm Bill State Infographics



European Union Increases US Soybean Purchases

This week the European Commission [published](#) its latest findings on imports of soybeans, showing increased imports from the United States:

- “Compared to July 2017, EU imports of soybeans from the United States are currently up by 283% at 360,000 tonnes;
- In terms of the EU's total imports of soybeans the U.S. share is now at 37%, compared to 9% in July 2017;
- Imports of soymeal, which are traditionally lower with regards to the U.S., are also on the rise - 185,000 tonnes were imported in July 2018, an increase of 3,337% compared with July 2017;
- The U.S. is now supplying 13% of EU soymeal imports compared to 0.3% in July 2017.”

The increase in EU purchases of US soybeans is likely due to US soybeans being more competitively priced compared to Brazilian soybeans, which have increased in costs and are largely going to China now. The EU agreed in a joint statement last week at the White House to increase its purchases of US soybeans, but US soybeans already face minimal tariffs from the EU and market forces/actors will largely determine increased purchases.

WOTUS Supplemental Repeal Comments Due August 13

Last month, EPA issued a supplemental notice solidifying why they are repealing the 2015 rule. Comments for this supplemental notice are due August 13th. More information is available [here](#). A step two new WOTUS rule is expected in late fall 2018. Please contact britt@nasda.org for more info.

SCBG Program Undergoing OIG Audit

We have learned that the Specialty Crop Block Grant Program is undergoing an audit by the Office of Inspector General. The audit is happening because the SCBGP has been deemed “high risk” having never been audited by OIG and is not due to a Congressional request. **OIG will be selecting random states to further audit/visit to ensure federal rules are being followed.** The states have not been selected but will be visited by the end of the month. We expect an announcement from AMS soon and will keep you informed of any additional information.

ESA Regulatory Change Comments Due September 24

The Fish and Wildlife Service is proposing regulatory changes to the Endangered Species Act, focusing on Section 4(d): threatened species protections and Section 7: Consultations and critical habitat. More information on the three regulatory proposals are available [here](#). A report on the changes and their impacts is available [here](#). Comments are due September 24. NASDA is working with FWS on getting a webinar on changes.

Sand County Foundation Releases Recommendations for NASDA Members

The Sand County Foundation is currently working to answer an urgent question: **How can we scale up conservation on private lands faster and at lower cost?** Their recommendation for NASDA members are included in this [letter](#) including: financial vehicles to monetize soil health, providing cost-share for precision agriculture advancement, and multi-agency soil health initiatives. For more info, please contact Britt or Sand County directly at cschell@sandcountyfoundation.org.

Senate Reauthorizes Animal Drug User Fee Program

The Senate on July 31st passed the Animal Drug User Fee and Animal Generic Drug User Fee Amendments. This bill reauthorizes the FDA's animal drug and generic drug user fee programs. Senate Health Committee Chairman Lamar Alexander (R-TN), the bill's sponsor, praised it as giving farmers and ranchers access to safe, affordable drugs for their livestock. The House of Representatives passed the bill on July 16th. In both chambers, the bill was passed without a roll call vote. The bill now heads to the president's desk for his signature.

CEO Update

Today I was honored to attend and participate in the **National Agriculture Leaders Roundtable** on "National Ramification of Litigation on Agriculture," in Raleigh. Led by **Congressman Rouzer** (R-NC 7th District) and **Senator Tillis** (R-NC) with **Commissioner Troxler**, national ag leaders focused on the impacts of nuisance lawsuits and their threat to all of agriculture and farm families nationwide. **Secretary Scuse, Commissioners Black, Miller, Weathers, and Deputy Secretary Oberg**, all participated. NASDA supported the need to work together with state and federal partners to map out a strategy to get ahead of onerous litigation. We mentioned the need for smart policies that increase investment in ag research and that amplify the need for dialogue connecting rural and urban America. We are at a watershed moment for agriculture and NASDA must play a role in uniting all of ag - and consumers too- in efforts to assure there is balance - of the right to sustainable farming to produce our food- and while complying with all appropriate laws and regulations.

Onward and upward,
Barb

[Our Statement](#)



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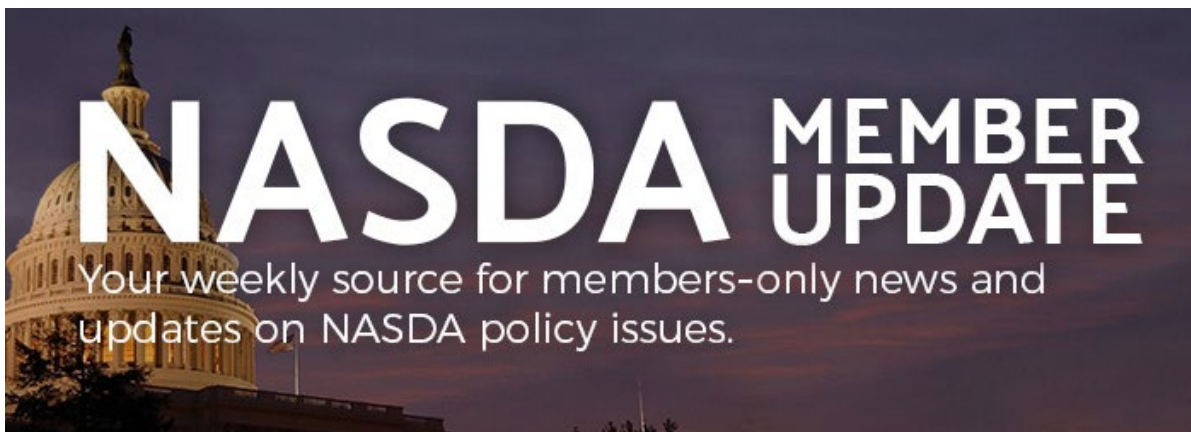
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NEWS POLICY EVENTS



May 18, 2018

House Farm Bill Fails, 198-213

By a vote of 198-213, GOP conservatives joined Democrats to defeat the House Farm Bill (H.R.2). After two days of debate on the bill and amendments, Freedom Caucus Chairman Mark Meadows announced yesterday that members of the Caucus would not support the measure (as evidenced by the final vote) as Caucus members wanted leadership to bring a vote on Judiciary Chairman Bob Goodlatte's immigration bill. Even if the bill passed, the House version is considered a nonstarter in the Senate. Senate Agriculture Chairman Pat Roberts and ranking member Debbie Stabenow are drafting a bipartisan bill. Roberts has said the Senate will not include the highly discussed SNAP

work requirements that the House bill has, citing his need to get 60 votes.

[Read More](#)

USDA Cancels Organic Checkoff Effort

The USDA recently announced in the [Federal Register](#) that it has ended its process to create a checkoff program for organics. The checkoff was supported by members of the Organic Trade Association to create a national research and promotion program for organics in 2015, but others in the organic community fiercely opposed the effort. The proposed rule for the checkoff was released in the final days of the Obama administration.

[Read More](#)

Immigration Bills Complicate Farm Bill, May Hit the House Floor

House Republicans are five signatures away from a “Queen of the Hill” resolution which would force a vote on four immigration bills: the more hardline [Goodlatte Bill](#), the [DREAM Act](#), the [USA Act](#) (bipartisan DACA bill pushed by Rep. Denham (R-CA) who is [leading the charge](#) on this effort) and a bill of Speaker Ryan’s choosing. House leadership is fighting to prevent this from happening...

[Read More](#)

FARM Act Website Update for CERCLA/EPCRA Reporting

EPA updated its website to reflect the impact of recent legislation that that

affects reporting requirements under the Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) and the Emergency Planning and Community Right-to-Know Act (EPCRA). Due to legislative changes in the 2018 Omnibus Bill, “air emissions from animal waste at a farm” are exempt from reporting under CERCLA...

[Read More](#)

Trade Negotiations with China Continue; Relief for Sorghum

U.S. officials said on Thursday that as part of trade negotiations with China, the Chinese may be willing to increase purchases of U.S. goods in order to reduce the U.S. trade deficit with China by as much as \$200 billion a year, although a Chinese foreign ministry spokesman denounced the suggestion as a “rumor” and “not true.” While the Chinese may be open to cutting the trade gap between the two countries, U.S. officials have cautioned there is still a long way to go in negotiations...

[Read More](#)

New Seed Treatment Stewardship Communications Resources Available

Seed treatments provide farmers with an economical means of protecting seeds and seedlings against early-season insect pests and diseases—resulting in stronger and more uniform stands, healthier plants and higher crop yields. Farmers and applicators know the importance of proper management to minimize the risk of pesticide exposure to humans and the environment. This includes ensuring that any spilled seeds are removed or covered by soil to protect wildlife and the environment...

[Read More](#)

Three Days Remain to Apply for NASDA's 2018 Fall Internship!



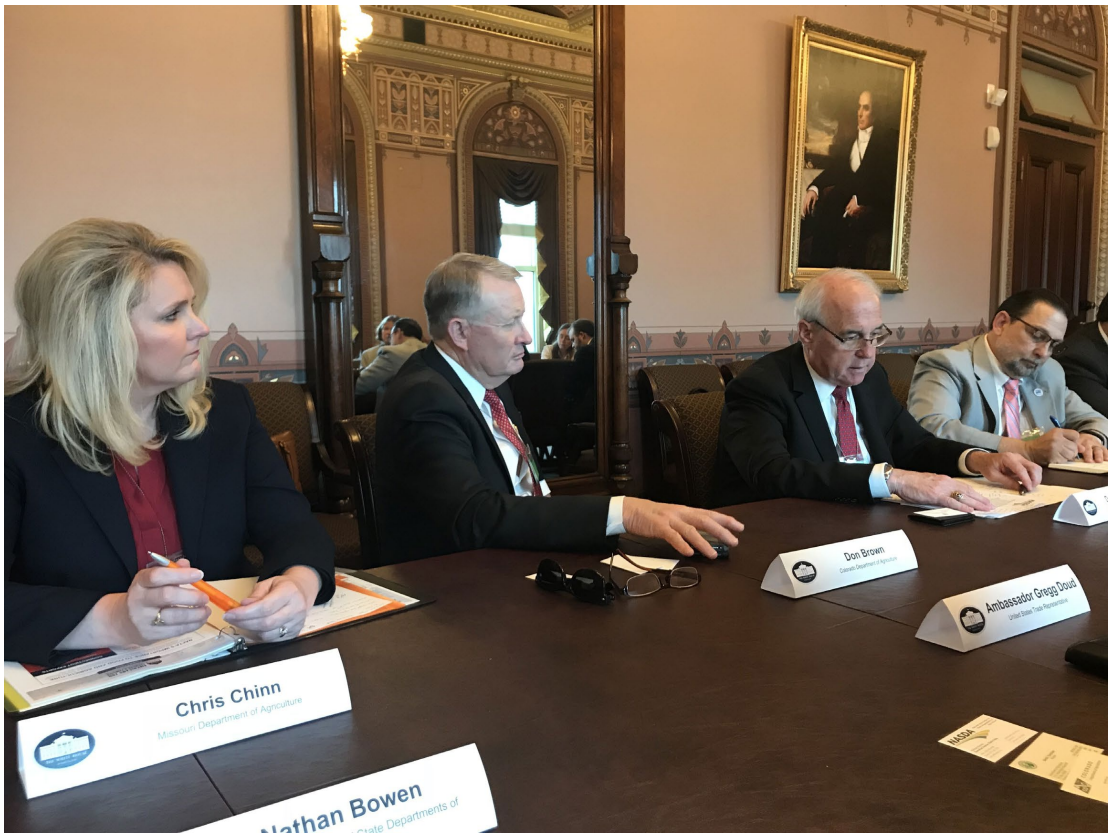
NASDA is seeking an intern for the fall semester, beginning in August and ending in December of 2018. The fall intern is heavily involved in the NASDA Annual Meeting, and will get the chance to travel to the meeting in September!

Please email [Carly](#) if you have any questions about our intern program.

[Read More](#)

[Internship Flyer](#)

[CEO Update](#)





Director Chinn, Commissioner Brown, Director Sandison and Commissioner Reviczky meeting with Ambassador Greg Doud, USTR Chief Agriculture Negotiator and Doug Hoelscher, Special Assistant to the President. Director Chinn and Director Sandison meeting with Farmers for Free Trade for a press conference.

Joining every business sector and Agriculture, NASDA was at the ‘tip of the spear’ on trade this week. NASDA’s **2018 NASDA Trade Fly-in** was a huge success. NASDA presented testimony on Tuesday at a public hearing of the **Office the U.S. Trade Representative**, joining **Farmers for Free Trade (FFT)**, and emphasizing the need for a final modernized NAFTA, the urgency to avoid retaliatory impacts of the Section 301 China tariffs (which are not final), and the dire need for strategic initiation of new free trade agreements, focusing on Japan and other Asia-Pacific countries. The immediate impacts on pork, fruit, nuts and other products of the Section 232 tariffs, the retaliation on sorghum, and wheat impacts with Japan—all underscore NASDA’s message that there is not only an immediate effect on Agriculture but a massive ripple effect to other sectors of society.

Agriculture’s patience is wearing thin, and the uncertainty, as farmers plant another crop in the ground, is creating angst as we do not know where that

crop will go when harvested.

Joining **President Reviczky, were Commissioner Brown, Director Chinn, Commissioner Goehring, and Director Sandison, chair, Marketing & International Trade Committee.** Across several meetings with the **White House-NEC, USTR, USDA, Department of Commerce, and House Ways & Means Committee,** we heard that your voices as the state leaders of Agriculture, are credible and with more aggressive work, will continue to be impactful in the current landscape. We were urged to be active with our Governors, our Congressional delegations, as well as our farmers and ranchers. We were urged to consider trade missions of commissioners, secretaries and directors to those countries where new FTAs have the potential to be profitable for Agriculture in the states. Overall, it was clear and it is certain ---that we must continue the drumbeat of traditional advocacy, because the efforts to stabilize trade policy and open new markets will never stop and now more than ever, need the United Voice of NASDA and each of you individually. I urge you to check out the personalized trade tool kit distributed by [Amanda Culp](#) and consider increasing your department's efforts to elevate the important messages. Email [Amanda](#) if you missed it in your inbox.

On the fringes of the Trade Fly-In, we had the first successful **NASDA Partners Program Member Series Event,** held over lunch at the **Dupont/Corteva Agrisciences** offices where six of our Partners joined for robust conversations with the NASDA members. Partners face-to-face with our members allows NASDA to lead and react more effectively. They also heard a brief update on the **NASDA Foundation by Dr. Benson.**

It was evident that having **Director Sandison and Director Chinn** participate with **Senator Daines, MT,** and other farmers in a Farmers for Free Trade (FFT) Press Event in the Hart Senate Office Building was very valuable because their state department of Agriculture perspective added high credibility to the messages shared. **Secretary Naig** is now an official spokesperson for FFT; if you would like to be involved contact [Amanda](#). We also had dinner with the **Agriculture CEO Council,** where **Undersecretary Greg Ibach** was the invited speaker – a natural venue for our members to engage with he and **Dudley Hoskins, chief of staff to the Undersecretary.** Yes, there were many laughs too!

I am proud of NASDA as we take a leadership role in advancing global Agriculture trade and in opening new markets. (The **NASDA American Food Fair** Opens today in Chicago, where the Board will meet on Monday.) The **NASDA Policy Team, led by Nathan Bowen**, will assure that we step up to our responsibility to stay actively engaged. Thank you for all that each of you do every day for America's farmers and ranchers and consumers across the globe.

Onward and upward,

Barb



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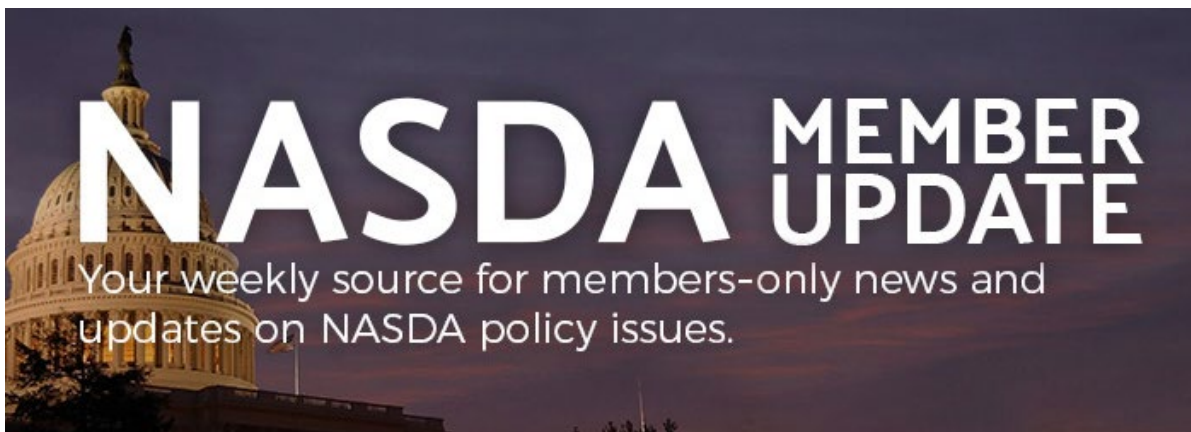
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NEWS POLICY EVENTS



April 20, 2018

There will be no Member Update on April 27. The NASDA office will be closed on April 26 and 27 for a staff retreat.

House Ag Advances Farm Bill

The House Agriculture Committee marked up its version of the Farm Bill, H.R. 2, this week during a markup that exposed deep partisan divisions on key portions of the bill such as SNAP and commodity programs. Chairman Conaway has indicated he intends to move the bill to the House floor soon, potentially within the next month. However, the partisan divisions over SNAP and concerns from some conservative Republicans on farm programs will make

securing passage in the House challenging. We still expect the Senate to begin moving their package at some point in May. Notably, an amendment advanced by NASDA and sponsored by Rep. Yoho (R-FL) was adopted that would remove a limitation on grant funding from the National Food Safety Training...

[Read More](#)

[NASDA Summary](#)

[Overview of Amendments](#)

[Klobuchar, Cornyn Urge Senage Ag to Authorize NASDA's Animal Disease Program in Farm Bill](#)

Trade News: Sorghum Hit, Uncertainty on Japan Trade Deal

The Chinese government announced a temporary deposit – tariff- of 178.6% on U.S. sorghum shipments while they finish an anti-dumping investigation against U.S. sorghum that was launched two months ago, following U.S. tariffs being placed on Chinese solar cells and washing machines. The U.S. shipped 4.76 million tons of the roughly 5 million tons of sorghum China imported last year, a total of \$960 million of the \$1.1 billion in Chinese sorghum...

[Read More](#)

Commissioner Brown Pens Op-Ed on Importance of Trade to Colorado Ag

Don't miss the recently published op-ed, *Free Trade Vital to Survival of Colorado Ag Producers*, penned by Colorado Commissioner of Agriculture Don

Brown. NASDA is available to assist you in writing and place op-eds on the importance of trade in your state. Contact [Amanda](#) for more information.

[Contact Amanda for Personalized Trade Toolkit](#)

Last Call to Attend NASDA Cuba Trade Trip

Tuesday, April 24 is the deadline to confirm your attendance on NASDA's June trade mission to Cuba. The trip, which is scheduled for June 10-June 14, will tentatively involve a meeting with the Cuban Ministry of Agriculture, a farmer cooperative visit/tour, a meeting with the Agriculture Holding Company, and other exciting opportunities to engage with Cuban agriculture and culture. The cost of the trip per person is \$3,850, which includes lodging, transportation...

[Read More](#)

Little-Used Presidential Recission Tactic on the Table for Trump

Discussions have been heating up regarding a little-used White House budget tool known as Presidential Rescission. Essentially, the President singles out dollars that have been appropriated which he or she doesn't intend to spend. In the past, it has been used to free up funds for discontinued programs. We are monitoring the situation and will be looking to past budget proposals for indications on what programs could be targeted by rescission, should the administration pursue it.

Groups Press Importance of Asia Pacific Trade

The Asia-Pacific Working Group of the U.S. Food and Agriculture Dialogue for Trade, of which NASDA is a member, [sent a letter](#) to President Trump this week highlighting the importance of trade in the Asia Pacific and the need for new market opportunities.

What Conaway's Farm Bill Does to SNAP

SNAP provides aid to more than 40 million Americans/month and around half are minor children. CBO estimated the 2014 Farm Bill *reduced* nutrition spending by \$8 billion over 10 years (2014-2023). SNAP costs about \$70 billion/year. In the House version of the 2018 Farm Bill, CBO estimates a \$463 M *increase* in spending over 10 years (2019-2028). The entire program would cost \$664 billion or 76.5% of the total Farm Bill. CBO also estimates approximately 7 M people will leave the program over the next decade if the economy continues to improve...

[View Full Analysis](#)

Letters and Comments Recently Submitted

[Coalition Letter](#) to House Committee on Agriculture to Establish a Three-Pronged Program for Animal Disease Outbreaks

CEO Update



First our thoughts are with Oklahoma and the many states (Florida and Tennessee!) who are helping their fire service to contain the 289,000 acre fire burning in Oklahoma. Pray for rain this weekend and relief for the hundreds of firefighters working this event.

Today we're in Annapolis, Maryland for **Secretary Bartenfelder's** gathering of Mid-Atlantic State Ag Secretaries and Commissioners. **Secretary Scuse is present as well as Acting Virginia Commissioner Charles Green and Pennsylvania Deputy Greg Hostetter. Secretary Sonny Perdue** is participating in the gathering for the first time in the meeting's history. Dairy, spotted lanternfly, ag labor, and the environment are all issues of note for the gathering. EPA Region 3 Administrator **Cosmo Servidio** is also present for the dialogue.

If you're keeping count, we've added six new staffers since September which grows the NASDA team to 19. **The NASDA office will be closed on April 26 and 27** for a staff retreat to provide our team with an opportunity to build relationships and grow alignment with NASDA's mission.

Please let us know how we can assist you with the issues impact your state.

Onward and Upward,
Barb



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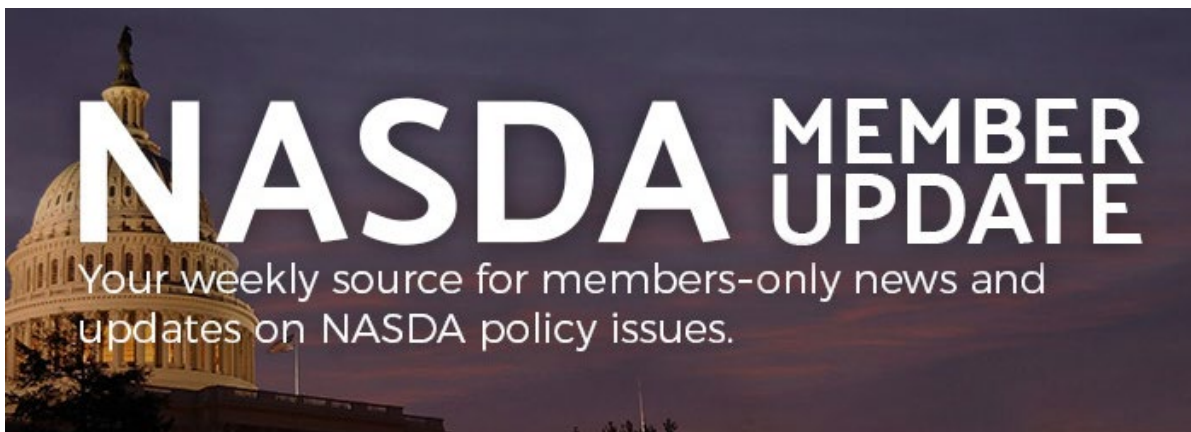
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NEWS POLICY EVENTS



April 13, 2018

Chairman Conaway Introduces Farm Bill

Yesterday, Chairman Conaway introduced the Agriculture and Nutrition Act of 2018 (H.R. 2). The bill came after weeks of stalling due to significant (and continuing) opposition to changes to SNAP. The perceived lack of cooperation on SNAP has unfortunately made this first draft more political than usual. NASDA does not have policy on SNAP reform. Our current communications strategy is to recognize the positive steps in this draft bill and encourage a bipartisan process moving forward.

NASDA Priorities

On the whole, the Farm Bill draft treats our priorities very well...

[Read More](#)

[NASDA Farm Bill Summary](#)

[NASDA Statement](#)

USTR Accepting Comments on Proposed Tariffs

The Office of the U.S. Trade Representative is now [accepting comments](#) on tariffs proposed on Chinese goods and products. The proposed tariffs come in response to the recently concluded Section 301 investigation into Chinese practices and policies around technology transfer, intellectual property, licensing, and innovation. USTR is requesting comments around the...

[Read More](#)

[NASDA Statement](#)

McConnell Formally Introduces Hemp Farming Act of 2018

Leader McConnell yesterday introduced the Hemp Farming Act of 2018. View the legislation [here](#) and a section by section summary [here](#). NASDA is reviewing the bill and determining the best opportunities for engagement in accordance with our recent [action item](#). Please contact Amanda Culp at amanda@nasda.org with any comments or questions.

Tri-National Accord: Save the Date

This year's Accord will be in Monterey, Mexico on October 16-18. Stay tuned for more details.


USDA and USTR Finalize Access for U.S. Pork Exports to Argentina

Agriculture Secretary Sonny Perdue and U.S. Trade Representative Robert Lighthizer announced that Argentina has finalized technical requirements to allow U.S. pork to be imported into Argentina for the first time since 1992. Argentina is a potential \$10-million-per-year market for American pork producers, with significant growth opportunities possible in future years.

USDA Proposes to Update Branding Requirements for Cattle from Mexico

USDA APHIS is proposing to update its branding requirements for cattle entering the United States from Mexico to promote identification ease and traceability. The rule proposes an M brand for all cattle that would be larger in size for readability. USDA will accept comments on this proposed rule until June 11, 2018 in the [Federal Register](#).

Cindy Hyde-Smith Sworn in as First Female Senator from Mississippi





[Follow Sen. Hyde-Smith on Twitter](#)

CEO Update

Congratulations to **Senator Cindy Hyde-Smith!** I had the distinct honor of attending the swearing –in conducted by **Vice President Pence**. Many family and friends were in attendance including the **Governor of Mississippi**. NASDA looks forward to working with Senator Hyde-Smith in the future. We believe she is the **FIRST** NASDA member to rise directly to the U.S. Senate from being a NASDA Member. **John Campbell**, former Deputy Commissioner for Mississippi Department of Agriculture, has come to Washington to be Cindy’s Deputy Chief of Staff.

Next steps on trade and Farm Bill movement this week challenge our NASDA nonpartisan Mission at every turn. But we continue to prevail, with your strong voices of agricultural leadership. **Today’s “Table Talk”** was a great translation of the latest information on both fronts.

President Reviczky and Marketing and International Trade Committee’s

Director Sandison and Secretary Jaspers met today to discuss NASDA's trade strategy. The strategy includes strong support to increase competitiveness for U.S. exports, and ensure fair, stable and enforceable trade rules, all through a commitment to working with our federal partners. We will be more active in support of new market access (such as TPP), opposing tariffs, and criticizing the potential mitigation program, while urging a coalitionary approach to negotiate with China to avoid protectionist tariffs.

A hearty Congratulations is in order for the NASDA Policy team. A great start--While the proposed House Farm Bill released yesterday is one first step, NASDA should be proud of the many accomplishments in successfully getting our Farm Bill priorities into the draft. We still have a long way to go, but this is a direct result of the dedicated and hard work **by NASDA's Policy Team, led by Nathan Bowen, including Amanda Culp, Britt Aasmundstad, Janell Hendren, Aline DeLucia, Bob Ehart, Alex Noffsinger and Katie McLaughlin.** NASDA's ability to build and maintain strong relationships on Capitol Hill with a growing number of offices is something of which I am very proud. There is much work yet to be done.

Alex and I attended a meeting at the Cuban embassy with a delegation from the Cuban Ministry of Agriculture. They are looking forward to the tour of Cuba that almost 20 of you are going to attend in June. I enjoyed the opportunity to have lunch with **Commissioner Weathers** this week, as well as **USDA FPAC Chief of Staff Jamie Clover Adams.**

The White House shared 25 tickets to the Spring Garden Tour so most staff will take advantage of the beautiful spring weather on Sunday at the White House. NASDA has so many colleagues, friends and allies – policy advancement is all about relationships.

Onward and upward!
Barb



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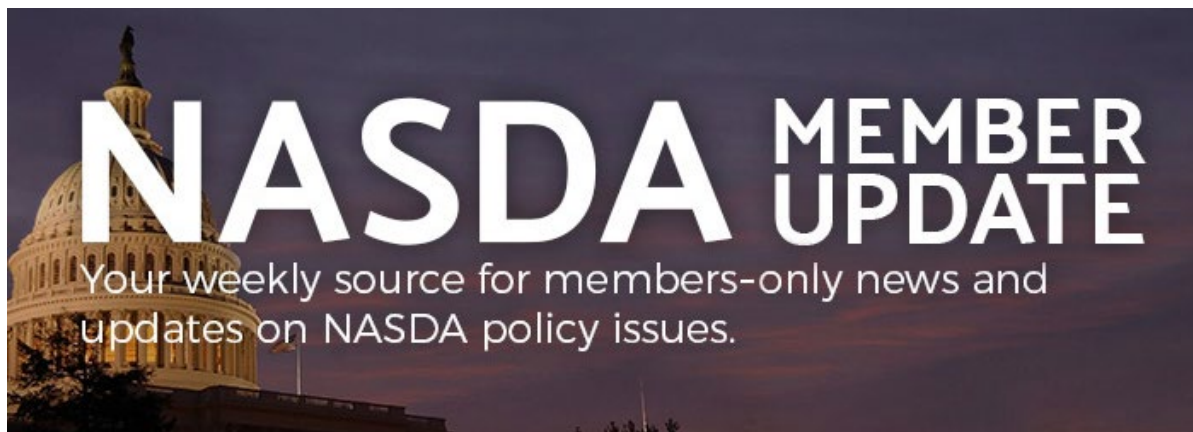
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NEWS POLICY EVENTS



April 6, 2018

U.S. Tariffs and Chinese Retaliation - What Happened this Week?

China responded against U.S. tariffs this week by enacting and then proposing retaliatory tariffs. On April 2, in response to U.S. steel and aluminum tariffs (Section 232) the Chinese *enacted* increased tariffs of 15% against a variety of U.S. specialty crops and value-added products while also increasing tariffs by 25% on U.S. pork and pork products. Then on Wednesday, following USTR's proposed \$50 billion in tariffs on Chinese goods (Section 301), the Chinese *proposed* increasing tariffs by 25% on a wide range of U.S. agricultural products, including soybeans. It's important to note that the "Monday Tariffs"

are in effect but the “Wednesday Tariffs” have just been proposed. **A more in-depth summary and analysis of the tariff situation can be found [here](#), as can previous NASDA fact sheets on [Section 232](#) and [Section 301](#).**

What are NASDA Members Saying?

Farm and Ranch Stress Assistance

Is your department partnering or leading an effort on addressing farmer stress assistance? Hotlines, a website, hosting counselors? Please email Britt (britt@nasda.org) as NASDA looks at potential Farm Bill actions in this space.

[Read More](#)

Update Your Contacts with NASDA

Carly Grether, Associate Director of Development and Communications, has recently reached out to all state departments of agriculture regarding state staff contacts and updates for each department. Please reach out carly@nasda.org if you would like to see who your current contacts are and to make additions or deletions to your state listing. Please note each staffer listed receives a login to the [Member Center](#) and is added to NASDA’s distribution lists.

USDA AMS Renews Carrageenan as Allowable Organic Substance

USDA AMS has announced the [renewal of 17 substances](#) on the National List of Allowed and Prohibited Substances for organic foods. The National Organic Standards Board requested the removal of carrageenan, a thickening agent extracted from red seaweed, from the list of allowed substances. USDA AMS announced

it will renew the product as allowable after reviewing public comment, including supportive [comments from NASDA](#).

USDA Invites NASDA Members to Trade Missions in Japan, China

Under Secretary McKinney and USDA FAS Deputy Administrator Mark Slupek invites all NASDA Members to participate in two upcoming trade missions:

- U.S.-Southern China Agribusiness Trade Mission
Guangzhou and Shenzhen, China
May 21-25, 2018
[View invitation](#)
- Tokyo and Osaka, Japan Trade Mission
June 11-14, 2018
[View invitation](#)

All responses should be directed to trademissions@fas.usda.gov.

Congressman Newhouse MAP Letter Still Open

There is still time to contact your Congressional delegation about [increasing funding for the Market Access Program \(MAP\)](#). Congressman Newhouse is currently [circulating a letter](#), addressed to Chairman Conaway and Ranking Member Peterson, calling on the two to not only reauthorize MAP but to also increase funding for the program to \$400 million by the end of the next farm bill. NASDA continues to work within the Coalition to Promote Agricultural Exports in our effort to secure more MAP funding in the next farm bill...

[View Co-Signers](#)

Don't Miss NEASDA 2018 in Rhode Island

Don't miss your opportunity to visit the smallest state in the union for this year's NEASDA Annual Meeting, June 3-6 in Newport. [Book your hotel room](#) today! The deadline to book is May 3 but rooms will likely sell out before that date. Registration will be launching early next week, so please be on the lookout for an email regarding registration. If you have any questions regarding registration, please reach out to Carly Grether at carly@nasda.org.

AAFCO Provides Talking Points on "PetFooled" Documentary Outreach

Many of your departments have been contacted by a documentary filmmaker producing part two of his "Pet Fooled" documentary. Your communications teams are working to be strategic in response to these sometimes combative and persistent requests. The Association of American Feed Control Officials have shared [talking points](#) with COSDA. NASDA is also in contact with the pet food industry.

Letters and Comments Recently Submitted

[Coalition Letter](#) in Support of the Farm and Ranch Stress Assistance Network (FRSAN)

[NASDA Letter](#) to Ambassador Doud on NASDA's Trade Priorities

CEO Update

Farming is a high-stress occupation but advancing sound ag policy runs a close second. More than ever before, this week we have heard from you and from allies about strong concerns with the uncertainty for farmers and ranchers, of the 1-2-3 punches of the Ag economy, trade and Ag labor. Our united NASDA

voice in the cooperative federalism framework is needed. **Don't miss your personalized international trade toolkit distributed to each of you by Amanda Culp this week.** This document includes helpful talking points and social media posts for your department.

On the possibility of retaliation on trade, and the escalating possibility of a high-stakes trade war, NASDA contacted the USDA today offering to work with Secretary Perdue toward what the President called, “use [of] his broad authority to implement a plan to protect our farmers and agricultural interests.” We also reached out to USTR Ambassador Doud to offer our assistance in seeking further negotiation toward resolving the tariff exchanges to alleviate their implementation. As we are updating our strategy and talking points on trade, NAFTA and China, NASDA is planning for May meetings with key Cabinet officials to focus on trade.

Farm Stress Assistance

I am pleased that NASDA [stood with over 30 other organizations](#) this week in support of the Farm and Ranch Stress Assistance Network (FRSAN), a program authorized in the 2008 Farm Bill, but sorely needing re-authorization and funding. Advancing this program may be one of the most important actions Congress takes in the upcoming Farm Bill. **Please contact britt@nasda.org if you're involved in any farmer stress assistance programs.**

I have the highest respect for each of you as you support your farmers, ranchers, and consumers during these challenging times. Let us know if NASDA can assist you further.

Onward and upward,
Barb



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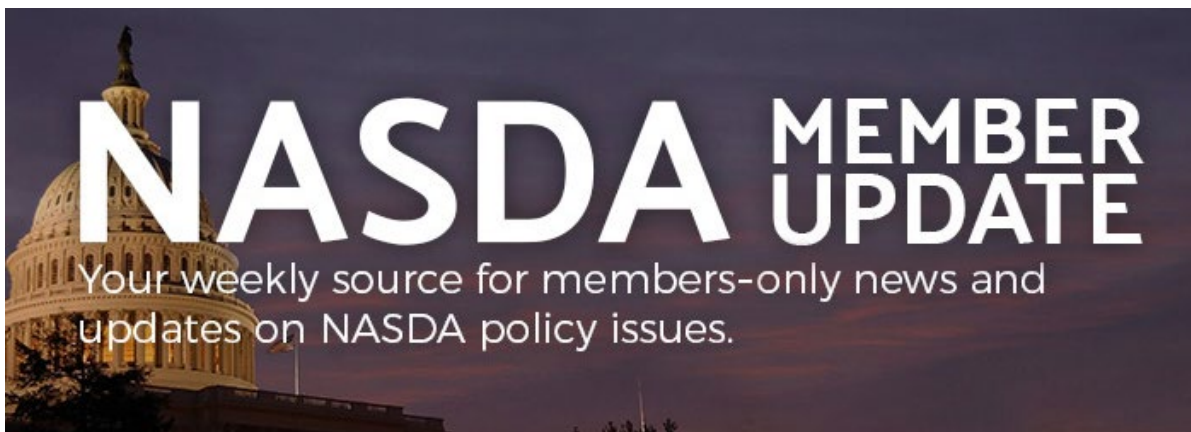
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NEWS POLICY EVENTS



March 9, 2018

Farm Bill Could Start to Move

We are hearing the House Ag Committee could release its draft of the Farm Bill as early as next week, with a potential mark up the week of March 20. Senate Ag Committee Chairman Pat Roberts indicated this week that his committee could move their bill in April. For more info on NASDA's farm bill priorities, click [here](#).

[Read More](#)

How can we help you talk trade?

We are working on a social media focus on international trade for the next few weeks. Highlights will be National Ag Day (March 20) and the next round of NAFTA negotiations happening in the U.S. in early April. **If you would like to participate, please let us know!**

We are also interested in hearing from you on information gaps that hinder your communication on the impact of international trade to your state. What is helpful? What isn't? What is missing?

[Contact Amanda](#)

11 Nations Sign Pacific Trade Pact

Trade ministers from 11 countries – Australia, Brunei, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam – signed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) Thursday, March 8. The partnership will reduce tariffs and streamline trade in participating countries.

The U.S. ag industry is coalescing around [#Farmers4TPP](#) to underscore the impact CPTPP will have on American agriculture, particularly wheat.

Written by Katie McLaughlin

GOP Weighs Blocking Trump's Tariffs

A bloc of Senate Republicans is preparing legislation that, if successful, would halt President Trump's steel and aluminum tariffs. GOP leaders continue to urge Trump to reconsider his tariff plan, warning of a trade war that could harm the economic benefits of tax cuts. Trump announced the U.S. will impose a 25 percent tariff on steel and a 10 percent tariff on aluminum imports with

provisional exceptions for Canada and Mexico. Many in agriculture are very concerned...

[Read More](#)

USDA Announces FY19 SCBG, FSMIP, and Farmers Market Grant Program Dollars

USDA AMS has [announced](#) FY18 funding for the Specialty Crop Block Grant Program. States must submit SCBGP applications electronically through www.grants.gov by 11:59 p.m. Eastern Time on **Thursday, May 24, 2018**. **This is two weeks earlier than last year.** Thanks to the Farm Bill, all states received an increase in funding from FY17 ranging from 7 to 31-percent. Your top five states remain California, Washington, Florida, North Dakota, and Michigan....

[Read More](#)

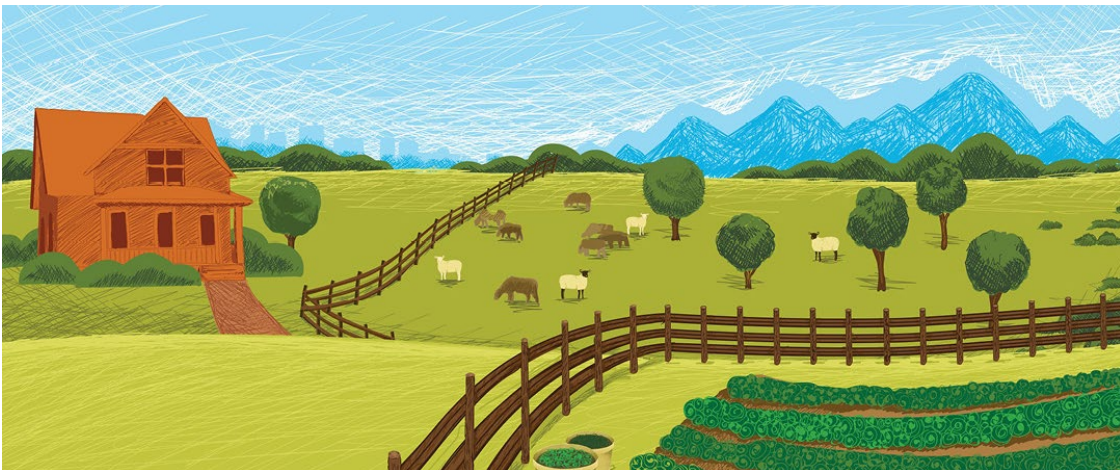
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[More Information](#)

Help Needed: Census of Ag Response Rate Lags at 46 Percent



NASS is one month past the original deadline and their U.S. return rate is nearing 46 percent. Though no state has 100 percent return at this point, the Midwest, Plains, and Northwest still lead. **The Southwest, Southeast, and Northeast need an extra boost.** Any outreach/promotion assistance you can provide is appreciated. Please remind your audience of how the data are used...

[Read More](#)

NASDA Continues Engagement on Soybeans

NASDA participated in the third meeting of the [USDA Soybean Systems Approach Communications Work Group](#) this week. The systems approach is USDA's response to the Chinese government's finding that U.S. soybeans have too much foreign material in them.

In order to ensure continue uninterrupted shipments of U.S. soybeans to China, it will be important for stakeholders to communicate the [USDA's recommendations](#) on preventing foreign materials in shipments...

USDA Ends Required Reporting of Swine Enteric Coronavirus Diseases

The [USDA Animal and Plant Health Inspection Service](#) (APHIS) rescinded the Swine Enteric Coronavirus Diseases (SECD) Federal Order, effective March 6, 2018. Producers, veterinarians and laboratories are no longer required to report cases to Federal animal health officials as the disease is now manageable for the veterinary community and producers. The removal of the Federal Order aligns swine industry feedback to USDA.

CEO Update

NASDA continues to push for our rightful role in the state- federal partnership- and we do not take it for granted. This week I had the opportunity to speak about Cooperative Federalism to the Association of American Pesticide Control Officials (AAPCO) at their 71st Annual Meeting in Washington DC - AAPCO is an affiliate association to NASDA. The AAPCO audience included a strong contingent from EPA's OPP leadership, as well as officers charged by law with the execution of the state, territorial, and federal laws in the United States. Also this week, EPA's Office of Water thought they would hold a state co-regulators meeting on a new definition of WOTUS *without* NASDA. We fixed the situation and so appreciated Wes Ward and Doug Miyamoto stepping in to represent state departments of Agriculture in a robust two days of meetings.

Food safety was a focus this week. I am leaving Irvine, California where the NASDA-FDA Cooperative Agreement was featured in our successful Consortium meeting of over 150 state FSMA implementation regulators, NASDA and FDA leadership. President Reviczky, and Commissioner Brown were in attendance and Commissioner Ball gave video remarks. Former Director Jamie Clover Adams also gave perhaps her final official remarks as director over video. The Cooperative Agreement continues to provide tools to both state departments of Agriculture and FDA.

On Monday we welcomed [Sara Arsenault](#) to NASDA as Coordinator, Meetings and Executive Assistant to the CEO. Sara hails from California and graduates in May from Texas A&M University with a BS in Animal Science. Welcome to the NASDA Team Sara!

Onward and upward,
Barb



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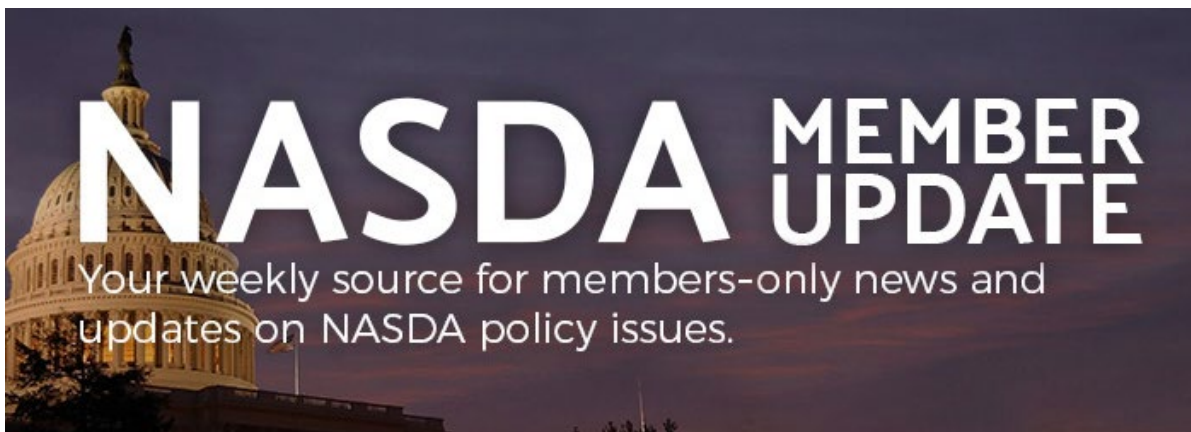
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NEWS POLICY EVENTS



September 7, 2018

Tri-National Accord Conference and Hotel Details

Registration for the Tri-National Agricultural Accord in Monterrey, Nuevo Leon from October 16 to 18 is now open. With negotiators from the U.S., Canada, and Mexico working to secure a final, trilateral deal, it has perhaps never been a better time to engage with the Canadian ministers of agriculture as well as the Mexican secretaries of agriculture with a collaborative, results-oriented spirit.

Book your hotel room [here](#) or make a reservation by phone at 1-800-343-7821. Register for the Accord [here](#). It is recommended to use a browser with translator capabilities such as Google Chrome.

Please contact Nathan Bowen at nathan@nasda.org or Alex Noffsinger at alex@nasda.org with any questions or concerns you might.

[Register](#)

FDA Unveils New Export Certificates

Last week the U.S. Food and Drug Administration (FDA) unveiled two new types of food export certificates as authorized by the Food Safety Modernization Act (FSMA). The “Certificate to a Foreign Government” will be available for products that meet the inspection requirements of the Federal Food, Drug, Cosmetic Act (FD&C) and will certify products may be marketed in and legally exported from the U.S. The “Certificate of Exportability” will be available for export only products that meet the requirements of Section 801(e) (1) of the FD&C and may be legally exported.

Starting October 1, 2018, FDA will be able to charge a fee of up to \$175 for the issuance of these two new export certificates for food for human consumption, while dietary supplements, medical foods, and foods for special dietary use will still receive a “Certificate of Free Sale.”

In its press release FDA stated, “The FDA anticipates that the new certificates will help facilitate exports by assisting industry in fulfilling importing country requirements for certification by FDA of FDA-regulated food products.” NASDA has been engaged with USDA and FDA agencies over the past year on gathering information on state certificate of free sale programs, and its expected NASDA will be conducting a survey of state certificate of free sale programs in the near future.

[Donate Your State's Flag for Farmer Veteran Coalition Sunrise Flag-Raising Event](#)



The Farmer Veteran Coalition will be hosting their annual [Stakeholders Conference](#) **this November 15-17 in Kansas City, Missouri.**

Ken DeVan, a retired colonel and now blueberry farmer and beekeeper, is the president of the Kansas chapter of Farmer Veteran Coalition. Ken has arranged for a veteran sunrise flag-raising event at the (congressionally established) National Agricultural Center and Hall of Fame in Bonner Springs, KS for **Friday, November 16**. The plan is to get 50 veterans, one each from each state, to each raise a state flag. The flags will find their permanent home in the center after the ceremony. Fox & Friends is expected to cover the ceremony.

Flags must be 4' x 6' in size.

Please mail your flag donation to:

ATTN: Judy Shelton

National Agricultural Center and Hall of Fame

630 N. 126th Street,

Bonner Springs, KS 66012

[Read More](#)

SAFSF to Provide "Success Stories from the Field" in Hartford

The Sustainable Agriculture and Food Systems Funders (SAFSF), a NASDA Partner, will be onsite in Connecticut sharing "Success Stories from the Field: How State and Federal Programs Support Farmers, Fishermen, Food Entrepreneurs, and Consumers in the Northeast." View the PDF version [here](#).

Honey Bee Health Coalition Sponsors Mite-A-Thon

The Honey Bee Health Coalition is once again partnering with the sponsors of Mite-a-Thon to market and amplify the citizen science project and direct beekeepers to the Coalition's varroa resources. Mite-A-Thon, which occurs September 8 – 15, is an effort to collect mite infestation data and to visualize *Varroa* infestations in honey bee colonies across North America within a one week window. This data is compiled at www.mitecheck.com where a heat map shows concentration levels. **Please encourage your beekeeper community to take part in this event.**

[Learn More](#)

Recording from Atypical BSE Detection State Partner Call

APHIS has shared a recording from the 8/29 atypical BSE detection state partner call.

[Listen](#)

Letters & Comments Recently Submitted

[NASDA Comments to USTR on Section 301 Tariffs on Selected Chinese Products](#)

[Coalition Letter Supporting FFAR Funding to Farm Bill Conferees](#)

[Coalition Letter to USTR Voicing Concern on Section 301 Tariffs on Selected Chinese Products](#)

CEO Update

Are you ready to go **“Exploring Our Nation’s Roots”** in Hartford? **President Revczky and the Connecticut and NASDA teams** have planned a strong Policy and Program nexus with the latest issues and information to be shared.

We are excited that **USDA Secretary Perdue** will join us on Monday, September 10. After providing plenary remarks, he has agreed to join us in the **member-only Member Policy Dialogue**. We are also very pleased that he will spend some time with the **NASDA Next Generation students**.

All relationships are in full gear on both trade and Farm Bill. Thank you NASDA members as you each have been engaged on these and many other issues.

I participated in a White House Agriculture trade roundtable on Wednesday where about 25 ag CEOs met with key U.S. government leaders. NASDA’s voice has been heard, including in [our comments](#) to the U.S. Trade Representative on China Section 301, List 3, as well as in a food, ag, beverage and consumer group [united letter](#). Indeed, NASDA’s participation on the USTR-USDA Agriculture Policy Advisory Committee is deemed valuable as we represent state department of Agriculture perspectives. We need a trilateral NAFTA and solutions to the tit-for-tat trade tariffs.

The NASDA policy team, led by Nathan, has been on the Hill at every table on every NASDA Farm Bill priority, working with the “Big Four” staff teams to hammer out challenges and language. We need a Farm Bill.

On the side, many of you have sent your state flag to the **Farmer Veterans Coalition and the National Agricultural Center and Hall of Fame.** Thank you for serving a worthy cause.

Let us know what you are hearing and how we can assist you. Next week we have a huge opportunity to amplify NASDA’s voice and lean into the policy challenges at hand now, and in the future. See you in Hartford!

Onward and upward,
Barb



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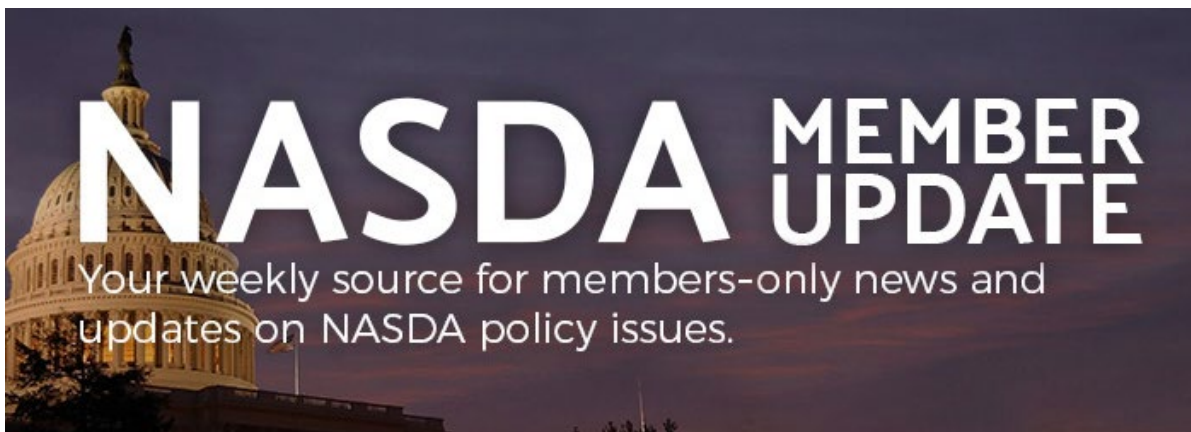
From: [Amanda Culp](#)
To: [Hummell, Richard P - DATCP](#)
Subject: NASDA Member Update: Cuba Edition
Date: Friday, June 15, 2018 5:30:34 PM

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NEWS POLICY EVENTS



June 15, 2018

China Retaliates After U.S. Tariffs Announced

The Administration announced that it will impose an additional duty of 25 percent on approximately \$50 billion worth of Chinese imports. The increased tariffs, which come in response to a Section 301 investigation finding China has engaged in forced technology transfers of U.S. technology and intellectual property, prompted the Chinese government to announce retaliatory tariffs. Among the list of US products that will be hit by higher Chinese tariffs are the following agricultural and food goods/products: soybeans, beef, pork, fish and shellfish, cheese, nuts, and vegetables, according to an informal translation by Inside U.S. Trade....

[Read More](#)

Farm Bill Progress on Both Sides of the Hill

The Senate Ag Committee's approval of its farm bill this week by a vote of 20 to 1 bodes well for the full Senate's consideration of the bill by July 4th. Meanwhile, an immigration deal among House Republicans helps clear the way for the **House to re-vote on its Farm Bill, likely as early as next Friday**. Having bills through both chambers before (or close to) July 4th is important to allow sufficient time to reconcile differences and finalize a bill before the midterms. Because the House and Senate bills differ in significant ways (particularly nutrition, conservation, commodity programs), conference negotiations to come up with a bill that can pass both houses will be challenging.

NASDA Farm Bill Priorities: Senate v. House

The Senate farm bill differs from the House's in several ways with respect to [NASDA's priorities](#). The Senate bill includes additional resources and flexibility for export promotion programs (including MAP), as well as NASDA recommendations to improve the Agricultural Conservation Easement Program (ACEP). Our animal health priority received a permanent authorization (but no mandatory money as in the House bill). The Senate bill also includes some concerning language related to Specialty Crop Block Grants (the House bill reflected NASDA's priorities on that program). As the moves to conference, we continue to engage the Hill to advance NASDA priorities.

[Our Comparison Document](#)

[State Infographics](#)

Step Two of WOTUS Heads for Interagency Review

EPA and the Army today sent a "step 2" rule which would redefine WOTUS to OMB for interagency review. The two-step process is consistent with the President's Executive Order on WOTUS from February 2017. View previous updates on WOTUS [here](#). Please [contact Britt](#) with questions.

Pollinator Week Abuzz in DC June 18-23

Events celebrating National Pollinator Week will be held by several stakeholders next week, June 18-23, in Washington, DC.

[Full Rundown](#)

Association of Structural Pest Control Regulatory Officials Hosting Annual Meeting August 20-24

Please join the Association of Structural Pest Control Regulatory Officials (ASPCRO) August 20th –24th, 2018 for their 62nd annual meeting at the Hyatt Regency Riverwalk Hotel in beautiful and historic San Antonio, Texas. The 2018 program promises attendees a valuable opportunity to attend and participate in presentations and sessions focused on some of today's most timely and important structural pest management and urban pesticide issues affecting regulators and members of the pest management industry.

[Learn More](#)

Invitation: Feature Your State at 4th Annual Chefs Taste

Challenge in New Orleans

You are invited to feature your state's unique flavors at the upcoming Chefs Taste Challenge on Friday, September 7. Hawaii, New Mexico, and others are active contributors to this annual event.

The 2018 Chefs Taste Challenge will feature a face-off between the best farm to table chefs in **New Orleans** versus the best farm to table chefs in the **Gulf Coast region**. The chefs will compete to create the best dish that utilizes farm-fresh items from a pantry of seasonal ingredients donated by state agricultural departments and other sources.

[Learn More](#)

Bayer Renews Sponsorship of NASDA Member Agri-Pulse Subscription

Bayer, through the leadership of Alan Ayers, has renewed their sponsorship of the NASDA Member subscription to Agri-Pulse. This is a \$13,500 commitment to NASDA in addition to their \$50,000 annual partnership with NASDA. While this subscription is only extended to the NASDA Member, discount subscriptions are available for state staff.

Reminder: Healthy Food Incentives Funders Summit, July 18-19 in DC

NASDA Members are invited to attend a [meeting](#) convened by the W.K. Kellogg Foundation that NASDA's top funder, the Sustainable Agriculture & Food Systems Funders (SAFSF), is supporting in collaboration with the Fair Food Network. This meeting is to bring together those private and public institutions that are supporting healthy food incentive programs in communities nationwide. **Late NASDA Member Gus Schumacher will be honored at a reception on the evening of July 18.**

It would be exciting to have NASDA members join this gathering who are already active in this work or who are interested in learning more.

CEO Update: Cuba Edition



This week six state departments of agriculture went to Cuba to discuss two-way trade opportunities. The Honorable Ambassador Cabanas, ambassador to the US from Cuba, invited commissioners, secretaries and directors to visit Cuba for dialogue on

enhancing our relationships. NASDA was invited to facilitate the event and both myself and Alex Noffsinger attended.

Attending were:

- Commissioner Reviczky
- Secretary Scuse
- Commissioner Frederickson
- Commissioner Goehring
- Deputy Matt Wolman (MN)
- Deputy Commissioner Charles Greene (VA)
- Deputy Commissioner Patrick Capper (WA)
- Sean Quissell, Policy Director (ND)
- Zach Garza (WA)

Robust meetings were held with the Cuban ministries of Agriculture, commerce, foreign relations and tourism, as well as a visit with the U.S. embassy. [NASDA policy supports](#) normalizing relations with Cuba to advance two-way trade, including removing current barriers.

We are planning to have the Cuba delegation share their perspectives at the Annual Meeting- where we will be discussing all aspects of international trade, including the forthcoming [Tri-National Agricultural Accord](#) in Mexico.

We wish all of our NASDA dads a very Happy Fathers's Day this weekend.

Onward and upward,
Barb

[More Photos from Cuba](#)



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Alex Noffsinger – Coordinator, Public Policy

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Rural Development, Forestry

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Food Safety



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To: [Hummell, Richard P - DATCP](#)
Subject: NASDA News
Date: Tuesday, September 18, 2018 5:25:46 PM

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NEWS POLICY EVENTS



September 18, 2018

[NASDA Elects Witte of New Mexico as President](#)



NASDA recently elected a new slate of officers for the coming year. New Mexico Secretary of Agriculture [Jeff Witte](#) will serve as NASDA's 2018-19 President and will host the 2019 NASDA Annual Meeting in Albuquerque, New Mexico on September 8-12.

"We have an incredibly busy agenda for 2019 which will be full of opportunities to underscore the importance of our work in public service to advancing the success of our farmers and ranchers," said newly elected NASDA President and New Mexico Secretary of Agriculture [Jeff Witte](#). "As Congress presses forward on an on-time Farm Bill, NASDA Members will continue to...."

[Read More](#)

NASDA Debuts Model Preventive Controls for Animal Food Framework

NASDA is pleased to announce the debut of their Model Food Safety Modernization Act (FSMA) [Preventive Controls for Animal Food Implementation](#)

Framework.

The document contains the fundamental and essential components for the operation of a state animal food safety program that can fully implement the FDA's Current Good Manufacturing Practice, Hazard Analysis, and Risk-based Preventive Control for Animal Food regulation. This regulation, as well as NASDA's Framework, establishes preventive actions to ensure the safety of animal food in an effort to protect animal and human health. The national framework emphasizes the need for alignment and consistency across state programs.

[Read More](#)

State Agriculture Officials Underscore Need for Free Trade Agreements



At the NASDA Annual Meeting in Hartford, Connecticut last week, members passed two action items which reaffirm the critical importance of international

trade to the organization. Introduced by Washington Director of Agriculture Derek Sandison, the items focused on the [critical need for export markets](#) for American agriculture as well as reaffirming the importance of the [World Trade Organization \(WTO\)](#) and dispute settlement. Director Sandison is also Chair of NASDA's Marketing & International Trade Committee.

NASDA President and Connecticut Commissioner of Agriculture Steve Reviczky outlined NASDA's concerns with the Administration's current trade strategy.

"We continue to work cooperatively with the Administration on all levels to influence a trade strategy which puts market access for U.S. farmers and ranchers first," said Reviczky. "The U.S. cannot simply play defense on international trade..."

[Read More](#)

State Ag Officials Give Nod to USDA on Cell-Cultured Meat Regulation

Members of NASDA voted last week in support of the U.S. Department of Agriculture's (USDA) jurisdiction over cell cultured and tissue culture products derived from livestock and poultry. The [action item](#) was co-sponsored by Wisconsin Secretary of Agriculture Sheila Harsdorf and North Carolina Commissioner of Agriculture Steve Troxler.

NASDA Members believe that USDA is the appropriate lead agency and encourages them to work with states and federal agencies to ensure that these products are appropriately regulated and labeled.

[Read More](#)

NASDA Honors Public Servants to Agriculture throughout Annual Meeting



At the NASDA Annual Meeting in Hartford, Connecticut last week, top employees of three state departments of agriculture were honored for their service, communication, and administration to their state.

“Our state departments of agriculture are homes to incredibly talented people who often go unrecognized in the world of public service. NASDA’s Honor Awards Program provides our members the opportunity to recognize their staff for their work on a national stage,” said NASDA President and Connecticut Commissioner of Steven K. Reviczky. “Congratulations to our 2018 NASDA Honor Awards recipients!”

[Learn More](#)

College Students Immersed in Public Service Opportunities at Annual Meeting of State Agriculture Officials



NASDA welcomed eleven students to the 2018 Annual Meeting in Hartford, Connecticut, under NASDA President and Connecticut Commissioner of Agriculture Steven Reviczky last week as part of the NASDA's Next Generation Program (NNG).

The objective of NNG is to advance understanding by future leaders in agriculture, food, and natural resource industries of the roles of the state departments of agriculture in agricultural policy development, communication, and promotion of agriculture. **The program was sponsored by Bayer and Syngenta.**

"NNG is one-of-a-kind opportunity for collegiate students to learn about ag policy and public service careers in state departments of agriculture," said NASDA CEO Dr. Barbara P. Glenn. "Through this program we are able provide these young leaders with an immersive experience in our conference and access to the leading voices in agriculture on the state and federal levels."

[Read More](#)

Third Round of U.S. Tariffs Go Into Effect

Monday, President Donald Trump announced that the U.S. will impose a 10 percent tariff on \$200 billion more Chinese goods beginning next week. He also stated that the tariff is to rise to 25% at the beginning of 2019. The total of Chinese goods being hit now totals about \$250 billion which is about half of what the U.S. imported from China last year. Should the U.S. be hit with retaliatory action, President Trump promised to begin phase three immediately. Many of the goods targeted this time are consumer goods and retailers have said that this may cause them to raise prices...

[Read More](#)

USDA Announces \$102.7 Million Investment to Expand Markets for Specialty Crop and Other Farmers

Under Secretary Greg Ibach today announced that the U.S. Department of Agriculture (USDA) is investing \$102.7 million to increase opportunities for farmers, ranchers and other growers across the country through five grant programs. The funding supports a variety of locally-led projects intended to expand markets for local food promotion and specialty crops.

\$72.15 million is directed to state departments of agriculture in 50 states, the District of Columbia and five U.S. territories through the [Specialty Crop Block Grant Program \(SCBGP\)](#) to support farmers growing specialty crops, including fruits, vegetables, tree nuts, and nursery crops. States use the [SCBGP](#) to fund research, agricultural extension activities and programs to increase demand for agricultural goods of value to farmers in the state or territory.

[Read More](#)

Indiana: Indiana and Manitoba Form Partnership to Advance Agriculture, Economic Development



Lt. Governor Suzanne Crouch, Indiana State Department of Agriculture Director Bruce Kettler and members of the Indiana agricultural delegation met with officials from Canada's Manitoba Province yesterday to discuss opportunities to grow both regions' agricultural sectors.

Through a signed memorandum of understanding (MOU), the Indiana and Manitoba departments of agriculture agreed to facilitate cooperation in several areas including agricultural research and development, youth education and leadership, and trade investment – all for the purpose of mutual economic growth...

[Read More](#)



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Subject: NASDA Statement on Chinese Tariffs on American Agriculture
Date: Thursday, April 5, 2018 1:52:59 PM

National Association of State Departments of Agriculture 4350 North Fairfax Drive #910 Arlington, VA 22203 Tel: 202-296-9680 www.nasda.org NEWS RELEASE Contact: FOR IMMEDIATE RELEASE Amanda Culp
April 5, 2018 Director, Communications (202) 296-9680 amanda@nasda.org NASDA Statement on Chinese Tariffs on American Agriculture Following the recent announcement of Chinese tariffs on American agricultural products as a retaliatory measure against U.S. steel and aluminum tariffs, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issues the following statement: “China is a \$28 billion customer of the American agricultural industry. The tariffs China is proposing are extremely concerning to the farmers and ranchers who are already facing a very poor agricultural economy. We urge the United States and China to end this high-stakes trade war. Our integrated food and agriculture industry cannot lose another market opportunity, particularly with one of our top customers. It is imperative the administration keep the interests of agriculture in the international marketplace at the forefront. We stand ready to assist the administration to advance opportunities for U.S. producers around the world.” NASDA represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders. ###

Subject: NASDA Statement on Chinese Tariffs on American Agriculture
Date: Thursday, April 5, 2018 1:52:42 PM

National Association of State Departments of Agriculture 4350 North Fairfax Drive #910 Arlington, VA 22203 Tel: 202-296-9680 www.nasda.org NEWS RELEASE Contact: FOR IMMEDIATE RELEASE Amanda Culp
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From: [Amanda Culp](#)
Subject: NASDA Statement on Chinese Tariffs on American Agriculture
Date: Thursday, April 5, 2018 1:52:59 PM
Attachments: [Tariffs_04052018.pdf](#)

FOR IMMEDIATE RELEASE: April 5, 2018

Contact:

Amanda Culp
Director, Communications
(202) 296-9680
amanda@nasda.org

NASDA Statement on Chinese Tariffs on American Agriculture

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From: [Andre, Ashley K - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: Newest version
Date: Wednesday, April 11, 2018 5:38:36 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
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From: [Stamm, Christine A - DATCP](#)
To: [Ripp, Keith - DATCP \(Keith2.Ripp@wisconsin.gov\)](#)
Subject: On the Farm Twilight Meeting Remarks
Date: Tuesday, August 28, 2018 1:17:00 PM
Attachments: [TwilightontheFarm201808.docx](#)

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
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Cc: [Brown, Sean M - DATCP](#); [Ingham, Steve C - DATCP](#); [Smithback, Kelly A - DATCP](#); [Bowman, Lori G - DATCP](#); [Mace, Melissa A - DATCP](#); [Konkle, Darlene M - DATCP](#); [Mollet, Jason L - DATCP](#); [Knigge, Krista M - DATCP](#); [Dedinsky, Paul - DATCP](#)
Subject: Public Records Request 18-827 related to Chinese Tariffs
Date: Tuesday, October 23, 2018 12:39:43 PM
Attachments: [request letter.pdf](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

Hello Everyone,

I am forwarding a public records requests (our docket number 18-827). The requester started by asking for all records of the agency, but has initially narrowed their scope to Secretary's Office staff, International Trade Team staff, Division of Agricultural Development staff who work with products that may be affected by Chinese tariffs, and the Dairy Task Force. I am also copying Division Administrators, in case I am missing anyone else who may have responsive records. If your division is not currently listed, and you have responsive records, please let me know.

For the time frame of **June 1, 2017 to October 19, 2018**, the requester asks for the following records related to **Chinese tariffs**:

- Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng.
- Any and all other records mentioning, referring to, or discussing Chinese tariffs.
- Records sought: "documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services)."

All records should be provided electronically. **There is a folder on the N drive where you can place responsive records.** Please make a subfolder labeled with your name that contains all the records you provide. The address is: **N:\Public Records\ORR 18-827 Ginseng & Chinese Tariffs.**

- If there is file you think is subject to redaction, please add to your file name, "needs redaction," and send me an email briefly explaining the material you think is subject to redaction and why.
- If you spend more than one hour locating records, please send me an email with the total number of hours you spent locating responsive records. If you convert paper records to electronic format, please let me know the total number of pages you have converted.

Department policy is to respond to records requests within 10 days, when possible. Please provide records by close of business on **Thursday, November 1, 2018**. If you need additional time, let me know.

Please call or email if you have any questions.

Thank you,

Sheri

Sheri Walz

Assistant Legal Counsel – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

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To: [Stamm, Christine A - DATCP](#); [Girard, Alexander C - DATCP](#); [Cosh, William - DATCP](#); [Kline, Neil R - DATCP](#); [DATCP DL AD WI International AG Business Center](#); [Swenson, Jeffrey A - DATCP](#); [Monsen, Norm E - DATCP](#); [Gegare, Debbie E - DATCP](#); [Hummell, Richard P - DATCP](#)
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Subject: Public Records Request 18-827 related to Chinese Tariffs
Date: Tuesday, October 23, 2018 12:39:43 PM

1 Property of the People 1712 Eye St., NW, Suite 915 Washington, DC 20006 foia@propertyofthepeople.org (240) 249-5763 October 19, 2018 Freedom of Information Request Wisconsin Department of Agriculture, Trade, and Consumer Protection Via email: DATCPublicRecords@Wisconsin.gov This is a request for records under the Wisconsin Open Records Law, §19.31 et seq. REQUESTER INFORMATION This request is submitted on behalf of Dr. Ryan Noah Shapiro and Property of the People. 1 RECORDS SOUGHT This request is directed to the Wisconsin Department of Agriculture, Trade, and Consumer Protection. The records sought are: 1. Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng. 2. Any and all other records mentioning, referring to, or discussing Chinese tariffs. ADDITIONAL BACKGROUND INFORMATION Earlier this year, China levied a significant tariff on ginseng, an important Wisconsin commodity. Wisconsin farmers have been affected by this tariff, and by the trade war in which President Trump and the Chinese government are presently involved. 2 Requesters are interested in documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services). FORMAT The requesters ask that any releases stemming from this request be provided in digital format (soft-copy) via email or on a compact disc or other like media. 1 Property of the People is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. 2 <https://www.jsonline.com/story/news/politics/2018/07/09/china-prepares-new-tariffswisconsin-ginseng-farmers-already-feeling-effects/764499002/> 2 REQUEST FOR A COMPLETE WAIVER OF FEES Requestors are willing to pay any reasonable expenses associated with this request, however, as the purpose of the requested disclosure is in full conformity with the statutory requirements for a waiver of fees under Section 19.35, a full fee waiver should be granted. Requestors Shapiro and Property of the People regularly receive a classification as representatives of the news media for federal FOIA fee category purposes, which may inform their status under the Wisconsin law. Shapiro is a former research affiliate at the Berkman Klein Center for Internet & Society at Harvard University. Shapiro is a historian of national security, the policing of dissent, and governmental transparency. Shapiro is President of Property of the People, a governmental transparency research, analysis, and information dissemination organization. 3 Among other things, Shapiro's work has exposed improper collusion between a major agricultural lobby and a U.S. government agency entity 4 ; sparked a federal investigation of this improper collusion, resulting in the disgraced resignation of the president of the agency entity 5 ; and sparked the introduction of bipartisan legislation to curb future similar abuses by government and industry. 6 Shapiro's work has also exposed the FBI's unprecedented utilization of classified remote-installation malware to circumvent animal rights activists encryption in 2003, as well as the DOJ's subsequent failure to inform Congress of such utilization as mandated by Congress. 7 Shapiro's work has also exposed the FBI's policy of instructing FBI agents to withhold surveillance technical details from prosecutors and defendants alike. 8 Shapiro's work has also exposed FBI consideration of 3 Building upon Shapiro's extensive track record of national security, transparency, and state repression-oriented research, analysis, and information dissemination, Property of the People (PropOTP) is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. PropOTP's motto, taken from Shapiro's commentary, is, "The records of government are the property of the people. It's time for us to reclaim them." PropOTP's most publicized efforts to date have been under the umbrella of the organization's Trump-oriented project, "Operation 45." PropOTP's Operation 45 is dedicated to ensuring transparency and accountability for the Trump/Pence administration. For more on PropOTP's Operation 45, see: <http://www.salon.com/2016/11/27/foia-superhero-launches-campaign-to-make-donald-trumpsadministration-transparent/>; <https://www.thenation.com/article/your-guide-to-the-sprawling-newanti-trump-resistance-movement/>; <http://www.politico.com/story/2016/12/democrats-trumpresistance-conservative-playbook-232687>; <https://operationfortyfive.org>. 4 <http://bigstory.ap.org/article/a0a7a3fb1f6449f992f2410c577d919b/apnewsbreak-egg-groups-scrambled-over-eggless-mayo-maker>; <http://www.theguardian.com/us-news/2015/sep/02/usdaamerican-egg-board-hampton-creek-just-mayo> 5 <http://bigstory.ap.org/article/c7813b5fe68745d2a40c1d078c1542f5/egg-industry-group-ceosteps-down-after-vegan-mayo-scramble> 6 <https://www.theguardian.com/business/2016/jul/14/usda-reform-bill-agriculture-beef-eggs> 7 http://www.nytimes.com/2016/04/14/technology/fbi-tried-to-defeat-encryption-10-years-ago/files-show.html?smid=tw-nytimes&smtyp=cur&_r=0 8 <http://www.usatoday.com/story/news/2016/04/20/fbi-memos-surveillance-secrecy/83280968/> 3 federal terrorism charges against animal protectionists who expose horrific conditions on factory farms. 9 Shapiro's work has also exposed FBI targeting of Nelson Mandela and the anti-Apartheid

movement as a Communist plot imperiling U.S. national security. This included but was not limited to FBI placement of a confidential informant within Nelson Mandela's inner circle in order to provide political information to the FBI on Mandela and his anti-apartheid associates while the FBI was tasked with protecting Mandela upon Mandela's post-prison tour of the United States in 1990. 10 Shapiro's research and analysis on issues at the intersections of national security, the policing of dissent, and transparency, as well as pertaining to the Trump presidency and administration, are regularly featured in national and international media outlets. Media outlets that have covered Shapiro's work include but are not limited to: The New York Times, The Washington Post, The Los Angeles Times, The Wall Street Journal, USA Today, CNN, U.S. News & World Report, The Associated Press, Agence France-Presse, Politico, Business Insider, The International Business Times, The Atlantic, The Guardian, ABC News, CBS News, NPR, PBS, BBC World Service, The Nation, Mother Jones, Democracy Now!, The Hill, McClatchy DC, New Republic, National Journal, Columbia Journalism Review, Legal Times, PolicyMic, Government Executive, Inc., Wired, Fortune, Fox News, Fox Nation, The American Conservative, The Daily Caller, Breitbart News, Reason, New York Daily News, The Chicago Tribune, The Boston Globe, MSN News, Salon, Slate, The Daily Beast, Quartz, Vice News, Huffington Post, HuffPost Live, Yahoo News, Christian Science Monitor, Boston Business Journal, AOL News, The San Francisco Chronicle, The Houston Chronicle, The Minneapolis Star Tribune, The Independent, The Mirror, The Daily Mail, Black Entertainment Television (BET), The Boston Metro, The San Francisco Business Times, The Silicon Valley Business Journal, The Afro-American, Raw Story, The Chicago Defender, The NorthStar News & Analysis, The Atlanta Black Star, The Hollywood Reporter, NYC Today, The Mail & Guardian, Courthouse News, Japan Times, EatDrinkPolitics, Univision, HispanTV, Al Jazeera America, Grist, Ecorazzi, Green Is the New Red, PC World, PC Mag, Computer World, SearchSecurity, IntelNews, Komando.com, VegNews, Truth-Out, FireDogLake, ShadowProof, Alternet, The Verge, Consumerist, Boing Boing, Techdirt, Tickle The Wire, The Public Record, and the Freedom of the Press Foundation. Shapiro has presented invited scholarly and popular lectures on topics at the intersections of national security, the policing of dissent, and transparency at numerous leading institutions and venues. These include but are not limited to: The Massachusetts Institute of Technology, the Kennedy School of Government at Harvard University, Harvard Law School, Yale Law School, Stanford University, the New York City Bar Association, the National Institutes of Health (NIH), the Max Planck Institute for the History of Science (Berlin, Germany), Université catholique de l'Ouest (Angers, France), the University of California, Santa Barbara, The College of William & Mary, Boston University, American University (Washington, DC), The Cooper Union for the Advancement of Science and Art (New York City), the National Press Club (Washington, DC), the conference of the National Lawyers Guild, the History of Science

9

https://ccrjustice.org/files/11.12.29_Greenscare_VideotapersTerrorists_LATimes.pdf 10

<http://america.aljazeera.com/articles/2014/5/28/fbi-spied-mandeladocuments.html>;

<http://www.usnews.com/news/articles/2014/07/10/the-fbi-spied-on-nelson-mandela-in-1990-ascommunist-threat>. 4 Society, the American Anthropological Association, the Society for the Social History of Medicine, the Conference on Policy History, the American Society for Environmental History, DEFCON, Boston University, University College Cork (Cork, Ireland), Suffolk University Law School, the City University of New York Law School, The Base community center in Brooklyn, NY, and Burning Books bookstore (Buffalo, NY). Shapiro's research and analysis have also been featured in television and film documentaries. For one example among others, in February 2016, a documentary centrally featuring Shapiro's FOIA research and analysis aired on the cable channel Pivot. The documentary is titled "Activists or Terrorists" and was directed by awardwinning filmmaker Brian Knappenberger and narrated by Academy Award nominated actress Maggie Gyllenhaal. This documentary constitutes episode five of Knappenberger's acclaimed documentary series "Truth and Power." The New York Times included the documentary episode "Activists or Terrorists" in its influential "What to Watch" list. 11 "Activists or Terrorists" is now available for viewing on iTunes and Amazon.com. Further, Shapiro is currently working with multiple additional television and film documentaries currently in productions that will feature our work. Shapiro is a representative of several news outlets. Shapiro is a researcher, analyst, and reporter for GreenIsTheNewRed.com (GNR). Shapiro is a representative of Sparrow Media. Shapiro is a reporter/contributor for The Public Record. The disclosure of responsive records is likely to contribute to an understanding of government operations and activities because the disclosable portions of the requested records will be meaningfully informative about those operations and activities. The vast majority of disclosable information is not already in the public domain, in either a duplicative or a substantially identical form, and therefore the disclosure would add substantial new information to the public's understanding of the Wisconsin state government and the requested records. The requesters firmly intend to analyze the requested records in order to facilitate significant expansion of public understanding of government operations. The audiences likely to be interested in the subject are broad, and include historians of modern American government, politics, culture, and national security; journalists reporting on American politics, government, national security, and society; civil liberties attorneys; advocacy and watchdog organizations, the U.S.

congress, and the broader public. *** Please do not hesitate to contact me if you have any questions concerning this request. Thank you. I appreciate your time and attention to this matter. Gunita Singh, Esq.

11 [http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

[friday.html](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

From: [Steve Walters](#)
To: [Cosh, William - DATCP](#)
Subject: question: for Rewind taping on FRI can i get...
Date: Wednesday, April 4, 2018 11:55:23 AM

...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

From: [Stout, Lisa S - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: RE: \$200M tariff relief fund - Project proposal concepts.
Date: Monday, September 24, 2018 3:41:35 PM

From: Knigge, Krista M - DATCP
Sent: Monday, September 24, 2018 8:11 AM
To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>; Gandara, Enrique R - DATCP <Enrique.Gandara@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Subject: RE: \$200M tariff relief fund - Project proposal concepts.

These are the proposals I noted from our meeting Friday. Please note who is taking which projects to prepare the summaries of these I will review with Jack on Wednesday and then with the secretary's office:

Food Export joint proposals:	Point of contact:
Alcohol	Ashwini
Cheese, cranberries, seafood	Lisa
w/Michigan, MN, IL, WI beef council – meat export	
USLGE joint?	
AHEC joint: wood	
Beef Coucil MI, WI joint: cheese store in Middle East	
Soybean joint	
WI proposals:	
ecommerce in China	Ashwini/ Lisa
ag, food and beverage	
ginseng	

Krista Knigge
Administrator – Division of Agricultural Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

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-----Original Appointment-----

From: Heinemann, Jack A - DATCP

Sent: Tuesday, September 11, 2018 8:27 PM

To: Heinemann, Jack A - DATCP; Stout, Lisa S - DATCP; Rao, Ashwini P - DATCP; Gandara, Enrique R - DATCP; Knigge, Krista M - DATCP; Lu, Jennifer Y - DATCP

Subject: \$200M tariff relief fund - Project proposal concepts.

When: Friday, September 21, 2018 10:30 AM-11:30 AM (UTC-06:00) Central Time (US & Canada).

Where: DATCP CR 431 Seats 12

This meeting is setup to discuss projects for the \$200 Million tariff relief fund. This funding comes for the CCC and will be administered through FAS. The goal for this meeting will be to discuss proposal idea. Come prepared with your ideas. If you cannot make the meeting, forward your ideas to me prior the meeting.

If you have questions please see me.

Thank you.

From: [Rao, Ashwini P - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: RE:
Date: Wednesday, October 31, 2018 3:05:19 PM
Attachments: [USDA ATP Application revised 10 30.docx](#)

From: Girard, Alexander C - DATCP
Sent: Wednesday, October 31, 2018 1:35 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Subject:

<https://www.cmtradelaw.com/2018/10/latest-u-s-trade-actions-tariffs-and-other-countries-retaliatory-measures/>

Alexander Girard
Legislative Advisor
Wisconsin Department of Agriculture,
Trade and Consumer Protection
(608) 224-5114

Sent from my iPhone

From: [Lu, Jennifer Y - DATCP](#)
To: [Zhang, Qinghua \(Beijing\)](#)
Cc: [Ford, Mark H \(Beijing\)](#); [Bielecki, Christopher D \(Beijing\)](#); [Jeff Lewis](#); [hack4@mtc.net](#)
Subject: Re: 15% more Tarrif on American Ginseng?
Date: Friday, March 23, 2018 3:23:23 AM

Dear Qinghua,

We are pleased to know you, and welcome aboard. We look forward to working with you to promote Wisconsin grown American ginseng in China.

Jeff and Tom, please see the email string. And feel free to introduce yourself and GHC.

Chris, thank you for the great news. See you in Guangzhou!

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: Jennifer.lu@wi.gov

On Mar 23, 2018, at 1:05 PM, Zhang, Qinghua (Beijing) <ZhangQ@state.gov> wrote:

Hi Jennifer,

Nice to meet you here. I am Qinghua. I used to work for China Agricultural Wholesale Markets Association (CAWA) and a high-end ecommerce food company Beijing Chunbo Technology Co., Ltd. I look forward to working with you and stand ready to help American ginseng exports and promotion in North China. My contacts are as below the signature. Please feel free to contact me at any time in need.

Best regards.

Qinghua

Qinghua, Zhang
Agricultural Marketing Specialist
Agricultural Trade Office (ATO)
U.S. Embassy Beijing
U.S. Department of Agriculture (USDA), Foreign Agricultural Service (FAS)
W: +86-10-8531-3130 M: +86-186-1095-5037
ZhangQ@state.gov

Official
UNCLASSIFIED

From: Bielecki, Christopher D (Beijing)
Sent: Friday, March 23, 2018 11:07 AM
To: Lu, Jennifer Y - DATCP
Cc: Ford, Mark H (Beijing); Zhang, Qinghua (Beijing)
Subject: Re: 15% more Tarrif on American Ginseng?

Hi Jennifer,

We welcome you and your group to North China! I hope everything is going well thus far.

Yes, we received the same news on China's proposed tariffs on American Ginseng and other U.S. agricultural products. This is a quickly developing situation, so while we don't have concrete information on China's next steps, we in FAS/Mission China and USDA/FAS Washington are keenly planning what we can do to maintain and grow U.S. food and agricultural exports to China. We hope to have more information in the coming days and weeks.

One final note, I would like to introduce you to Ms. Zhang Qinghua who joined our team this week, and will manage the American Ginseng portfolio for ATO Beijing. She previously worked in one of China's most well known e-commerce food companies, and I am excited to see how she can help American Ginseng growers export even more of their products to North China! (Mr. Cody Yin Jin will continue to manage our wood and horticulture portfolio.)

See you all next week!

Chris

Christopher D. Bielecki PhD
Deputy Director of Agricultural Trade Office (ATO)
U.S. Embassy Beijing
U.S. Department of Agriculture (USDA), Foreign Agricultural Service (FAS)
W: +86-10-8531-3427 M: +86-186-1095-2358
christopher.bielecki@fas.usda.gov

From: Lu, Jennifer Y - DATCP
Sent: Friday, 23 March 2018 9:47 AM
To: Ford, Mark H (Beijing)

Cc: Bielecki, Christopher D (Beijing); Flake, Levin (Guangzhou); Yin, Jin (Beijing); Chen, Chunhui (Ursula) (Guangzhou); Tang, Yingting (Crystal) (Guangzhou); Heinemann, Jack A - DATCP; xufang@idahochina.org; freda_ye@wg-consulting.net
Subject: 15% more Tarrif on American Ginseng?

Mark,

We are now at the port of Tianjin.

I'd like to give you a heads up that American Ginseng is listed on the MOFCOM site today with potential 15% increase of tariff.

Ginseng and Herb Coop staff Jeff Lewis and Tom Hack hope to get some clarification and update from ATO when we meet in Guangzhou.

https://m.ifeng.com/morjj/shareNews?forward=1&aid=cmp_030010056979506&aman=66o67egfb8766ef85859b01714J552Qfebhd2631f0&gud=&ch=SYLB10_TOP&from=groupmessage&isappinstalled=0

Thank you.

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: jennifer.lu@wi.gov

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From: [Girard, Alexander C - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: RE: A Thank You to USDEC Members and an Update on Tariff Issues
Date: Tuesday, June 26, 2018 8:45:00 PM

Thanks, Jack!

From: Heinemann, Jack A - DATCP
Sent: Tuesday, June 26, 2018 11:24 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Fwd: A Thank You to USDEC Members and an Update on Tariff Issues

FYI

Sent from my iPhone

Begin forwarded message:

From: "Tom Vilsack" <usdecinfo@usdec.org>
Date: June 26, 2018 at 11:21:14 AM CDT
To: jack.heinemann@wisconsin.gov
Subject: A Thank You to USDEC Members and an Update on Tariff Issues
Reply-To: usdecinfo@usdec.org



Dear USDEC Members and Supporters:

We'd like to express our appreciation to the more than 60 dairy companies and organizations that joined together in a USDEC-initiated effort to send the White House [the attached letter](#) requesting that tariffs on Mexican steel and aluminum be suspended until NAFTA reorganization is completed.

USDEC spearheaded this effort because retaliatory tariffs levied by Mexico—as high as 25% — jeopardize America's share of the Mexican dairy market and give our competitors in the European Union (EU) an unfair advantage. Our goal in spearheading this massive signature drive, supported by coordinated messages, was to ensure the Administration realizes the impact of its choices on dairy farmers and manufacturers across the country.

The letter was one part of USDEC's actions aimed at reversing U.S. metal tariffs and, in turn, Mexico's cheese tariffs that impact nearly \$400 million in U.S. exports. We hope that the additional materials we have provided such as templates for letters to Congress and to Mexican purchasers have also been helpful.

The letter also provided us the opportunity to express our industry's appreciation for President Trump's insistence that Canada end market-distorting pricing schemes and open its market to Made-in-America dairy products. Unlike Canada, Mexico has long been a model

for dairy trade.

On a parallel track, USDEC continues its efforts in response to the expected retaliatory tariffs emanating from China that threaten to significantly disrupt dairy trade in our second most important export market. As I mentioned in my note to USDEC members last week, the situation with China is especially tenuous and may become protracted. Given the nature of the overarching trade disagreement, the differences between our two countries' economies, and the sensitive geopolitical relationship that has existed for decades, we do not anticipate a speedy resolution. However, we will continue to work toward promoting the resolution of U.S. trade disputes with China and other countries in a manner that does not negatively impact agriculture.

In light of this, USDEC is educating trade officials and policy makers about the impact of the trade impasse, is looking for ways to ease trade burdens and is assessing how best to lessen the blow. An economic analysis by NMPF's economist Peter Vitaliano indicates that if both Mexican and Chinese retaliatory tariffs are in effect through the end of the year, the total loss to U.S. dairy farm income over the second half of 2018 would be \$1.2 billion during just that six-month period. This highlights the tremendous importance to our industry of both these challenges.

We remain convinced that the surest path to short-term trade success includes the mutually beneficial conclusion of a NAFTA reorganization, while we also must remain focused on protecting U.S. dairy's interests in China and other markets abroad.

Sincerely,



Tom Vilsack
President and CEO
USDEC

U.S. Dairy Export Council Managed by Dairy Management Inc. 2107 Wilson Blvd. Suite 600 Arlington
VA 22201-3061 USA

You received this email because you are subscribed to USDEC News Release from U.S. Dairy Export
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From: [Knigge, Krista M - DATCP](#)
To: ["Tammy Vaassen"](#)
Cc: [John Freitag](#)
Subject: RE: Ag Trade Promotion Proposal
Date: Wednesday, September 19, 2018 9:25:00 AM
Attachments: [image001.png](#)

Thank you Tammy – I will share this with my team and discuss collaboration opportunities.

I look forward to working together!

Krista Knigge
Administrator – Division of Agricultural Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

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From: Tammy Vaassen <tvaassen@beeftips.com>
Sent: Tuesday, September 18, 2018 4:24 PM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Cc: John Freitag <jwf@beeftips.com>
Subject: FW: Ag Trade Promotion Proposal

Krista – it was great to meet you a few weeks ago! I understand that you and John had a follow up conversation today related to the Ag Trade Promotion Program funds that are available, and the potential for DATCP to help support meat exports from our state. We had a discussion with folks from Michigan today to see if there might be any opportunities for our two states to partner on the ATP project as well. We discussed the China research program that is attached, as well as a possible focus on Central America. Wisconsin Beef Council, under John's leadership, has funded some marketing and training programs in Central America in recent years. One of WBC's goals in foreign marketing at this time is to help in adding value to Holstein beef (which benefits all beef producers, as well as our dairy farmers.) We expect to have a report soon from the US Meat Export Federation that will summarize our Central America activities from 2017-18, which we will share when it is available.

John mentioned that your team is meeting on Friday to discuss potential projects for the ATP funds. While we don't have a central idea at this time with our Michigan partners, we (and they) would be happy to help collaborate and move a proposal forward focused on beef. Please keep that in mind if we can add value. We appreciate the consideration and hope that we can team together in the future, if not on this effort, in other potential projects in the future!

Tammy Vaassen
Executive Director
Wisconsin Beef Council

800-728-2333

From: George Quackenbush <GQuackenbush@mibeef.org>

Sent: Tuesday, September 18, 2018 3:33 PM

To: Zmitko, Jamie (MDARD) <zmitkoj@michigan.gov>

Cc: Schwehofer, Jeannine <grobbej@msu.edu>; McKendree, Melissa <mckend14@msu.edu>; Ortega, David <dortega@anr.msu.edu>; Tammy Vaassen <tvaassen@beeftips.com>; John Freitag <jwf@beeftips.com>

Subject: Ag Trade Promotion Proposal

Jamie,

I hope your trip is going well. I've been reaching out to some folks about the ATP program we discussed last week. Copied on this email is Jeannine Schwehofer, Melissa McKendree and David Ortega from Michigan State University and Tammy Vassen and John Freitag from the Wisconsin Beef Council.

Some questions we have about the ATP Program Opportunity:

- 1) What size of project is the Food Export Association or USDA looking for in these proposals? Is there a \$ limit or recommended size?
- 2) What level of detail would you recommend including in the proposal? The form you provided leads us to believe they are only looking for a few paragraphs under each question. Are we interpreting that correctly or do we need to go into a great level of detail?
- 3) Should multi-state projects each be submitted through their respective Departments of Ag, or should we collectively submit through MDARD?

For your reference, I've attached a Chinese Market Access project overview Drs. McKendree, Ortega and Schwehofer submitted to the USDA Ag and Food Research Initiative. Additionally, in the last few years the Wisconsin Beef Council has funded some market development work in Central America through U.S. Meat Export Federation. Collectively, we are trying to determine if the ATP opportunity would be a good way to enhance MSU's proposed work in China and/or do something similar in Central America.

Thanks in advance for your guidance.

George Quackenbush

Executive Director

Michigan Beef Industry Commission

2145 University Park Drive, #300

Okemos, MI 48864

Ph: 517-347-0911



Check out our new website! www.MIBeef.org

From: [Stout, Lisa S - DATCP](#)
To: ["Femke Bosch"](#)
Cc: [Elizabeth Riggs](#)
Subject: RE: Answer to tariffs
Date: Monday, June 11, 2018 3:29:00 PM

Hi Femke,

Martin Andree, Koeze Foods, wondered if SMH had any idea what China would do regarding tariffs.

Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: Femke Bosch <fbosch@foodexport.org>
Sent: Monday, June 11, 2018 11:11 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Cc: Elizabeth Riggs <ERiggs@FoodExport.org>
Subject: Answer to tariffs

Hi Lisa,

See below and attached for the article we published about the tariffs in China a few weeks ago (p4). While we can't predict what will happen, we are staying positive and are following it closely. If you get any questions from companies about their specific products, of course you can check with SMH but also feel free to refer them to the Helpline as Dennis stays very up to date on these things. Also, I'd appreciate if you could let me know who the companies are that are asking questions and what they are asking. FAS will likely ask us for an update soon on what we are hearing from companies so we would like to quantify what is coming in and from how many companies.

https://foodexport.org/docs/default-source/newsletters/global_food_marketer/mayjune2018globalfoodmarketer.pdf?sfvrsn=61dbf1f7_2

Thank you,

Femke Bosch

International Marketing Program Associate
Food Export Association of the Midwest USA

1-312-334-9201

www.foodexport.org

From: [Rao, Ashwini P - DATCP](#)
To: "[Wayne Shaker](#)"
Subject: RE: AP reporter doing a story on tariffs
Date: Friday, July 6, 2018 9:13:00 AM

Hi Wayne,

Thanks for letting me know.

Ashwini

From: Wayne Shaker <wayne.shaker@organicvalley.coop>
Sent: Thursday, July 5, 2018 9:53 PM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Subject: RE: AP reporter doing a story on tariffs

Hello Ashwini,

I hope you are doing well. I don't have much to share with the reporter as we ship very little cheese to Mexico or China at this time.

Best regards,

Wayne

Wayne Shaker | *Director of Sales, Emerging Channels* | CROPP Cooperative | FARMER-OWNED
| Organic Valley, Stonyfield Milk, & Organic Prairie Meats | One Organic Way, La Farge WI, 54639 |
Office phone: 608.625.7743 | Mobile: 612.803.9385 | wayne.shaker@organicvalley.com

-

From: Rao, Ashwini P - DATCP [<mailto:Ashwini.Rao@wisconsin.gov>]
Sent: Thursday, July 05, 2018 2:32 PM
To: Wayne Shaker <wayne.shaker@organicvalley.coop>
Subject: AP reporter doing a story on tariffs

Hi Wayne,

Carrie Antlfinger from the Associated Press is writing a story on the potential impact of tariffs on exporting. She is looking to speak with cheese exporters. Would you be interested in talking to her?

Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5119

Cell Phone: 608-224-9932

Ashwini.rao@wisconsin.gov

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From: [Rao, Ashwini P - DATCP](#)
To: [Moll, Keeley A - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Knigge, Krista M - DATCP](#); [Girard, Alexander C - DATCP](#)
Subject: RE: ATP grant proposal
Date: Thursday, November 1, 2018 1:27:00 PM
Attachments: [AD-1047 Certification Regarding Debarment Suspension and Other Responsibility Matters Primary Covered Transactions.pdf](#)
[AD-1049 CERTIFICATION REGARDING DRUG-FREE WORKPLACE REQUIREMENTS \(GRANTS\) ALTERNATIVE I - FOR GRANTEEES OTHER THAN INDIVIDUALS.pdf](#)
[AD-1052 Certification Regarding Drug-Free Workplace State and State Agencies Federal Fiscal Year 2019.pdf](#)
[AD-3030 REPRESENTATIONS REGARDING FELONY CONVICTION AND TAX DELINQUENT STATUS FOR CORPORATE APPLICANTS.pdf](#)
[AD-3031 ASSURANCE REGARDING FELONY CONVICTION OR TAX DELINQUENT STATUS FOR CORPORATE APPLICANT.pdf](#)
[Form for Certification Regarding Lobbying.pdf](#)
[SF-424 Application for Federal Assistance.pdf](#)
[SF-424A BUDGET INFORMATION - Non-Construction Programs.pdf](#)
[SF-424B ASSURANCES - NON-CONSTRUCTION PROGRAMS.pdf](#)
[USDA ATP Application revised 10_30.docx](#)

See attached for revised proposal and supporting documentation. I incorporated most of the edits suggested yesterday except for charts/graphs. Those don't show up properly in the online system that we are using to submit this proposal.

Ashwini

From: Moll, Keeley A - DATCP
Sent: Wednesday, October 31, 2018 9:43 AM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: RE: ATP grant proposal

I will hold off on approval until the docs are final. Also, I would be surprised if these didn't require a handwritten signature scanned into a pdf? I have to sign similar forms for ARM and DFRS and they require a handwritten signature.

Keeley Moll
Deputy Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5035
Keeley.Moll@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Rao, Ashwini P - DATCP
Sent: Tuesday, October 30, 2018 4:52 PM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP

<Krista.Knigge@wisconsin.gov>

Subject: ATP grant proposal

Hi Keeley,

As I mentioned, see attached for the proposal and the numerous attachments that go along with it. It has been approved by both legal and finance.

Your prompt response would be greatly appreciated as we would like to submit this Nov 1.

Regards,

Ashwini

Ashwini Rao

International Economic Development Consultant

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5119

Cell Phone: 608-224-9932

Ashwini.rao@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Stout, Lisa S - DATCP](#)
To: [Heinemann, Jack A - DATCP](#)
Subject: RE: ATP projects - project has changed
Date: Tuesday, September 25, 2018 9:05:00 AM
Importance: High

Jack,

The Beverage project has changed. See updated project outline

Distilled Spirits, Beer and Wine Promotion - Ashwini

This project is in collaboration with Food Export and the States of Wisconsin, Illinois, and Michigan. The products chosen for this project provide sizeable economic impact to each of these states and are affected by the increased tariffs, particularly bourbon. A trade mission to the United Kingdom for beverage companies to conduct one-on-one buyer meetings, retail tours, and market briefings. Collaboration with the Distilled Spirits Council, National Brewers Guild and wine associations as well as individual state's product organizations, to recruit companies to the event. Drink recipes will be developed and promoted in bars and restaurants, and will be provided to the buyers.

[Lisa](#)

From: Stout, Lisa S - DATCP
Sent: Monday, September 24, 2018 2:45 PM
To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: ATP projects

JD.Com/ Wisconsin products promotion - Ashwini / Lisa

DATCP will contract with a third party vendor to establish a presence on JD.com for Wisconsin food products. The contractor will provide warehousing in China and serve as the shipper/purveyor of WI products from his warehouse to JD.com's warehouses located in Beijing, Shanghai and Guangzhou. The contractor will serve as the primary contact with JD.com and provide assistance to WI companies for uploading their information to JD.com. DATCP will work with JD.com to develop WI themed promotions.

The grant will cover translation of product information for the website, shipment of samples/product; JD.com listing fees for each company and in-country shipping. In connection with this, we will contract with a social media company in China to conduct a social media campaign to drive customers to seek Wisconsin products on JD.com.

We will collaborate with FaB Wisconsin to provide education and assistance to WI food companies participating in this promotion.

Cheese/Cranberry/Seafood promotion - Lisa

This project is in collaboration with Food Export and the States of WI, Massachusetts, and Vermont. The products chosen for this particular project provide sizeable economic impact to each of these states and are affected by increased tariffs. These products will be featured in a "USA Restaurant Week" promotion in Seoul, Korea before or after the Seoul Food and Hotel Show in May 2019. Products will be consolidated and shipped from the United States and prepared in high-end

restaurants and hotels in Seoul for one week. Hotel, Restaurant and Institutional buyers will be invited to partake in the USA Restaurant Week. US Companies will exhibit at Seoul Food and Hotel where the same buyers will be invited to meet with companies for sales presentations. Promotional material (in Korean) featuring the companies will be printed and available at the restaurants and the food show. In connection with this, we will contract with Food Export's in-market representative in Korea to conduct a social media campaign to drive customers to USA Restaurant Week.

Distilled Spirits, Beer and Wine Promotion - Ashwini

This project is in collaboration with Food Export and the States of Wisconsin, Illinois, and Michigan. The products chosen for this project provide sizeable economic impact to each of these states and are affected by the increased tariffs, particularly bourbon. A reverse buyers mission in connection with a USA trade event will be conducted, one-on-one buyer meetings will be scheduled with Wisconsin companies. Collaboration with the Distilled Spirits Council, National Brewers Guild and wine associations as well as individual state's product organizations, to recruit companies to the event. Drink recipes will be developed and provided to the buyers.

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

Lisa.stout@wisconsin.gov

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From: [Cosh, William - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: Re: CCTV INTERVIEW REQUEST
Date: Friday, July 20, 2018 5:31:42 PM

Thanks

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:(608)224-5020)
Cell Phone: [\(608\) 513-8950](tel:(608)513-8950)
Fax: [\(608\) 224-5034](tel:(608)224-5034)
William2.Cosh@wisconsin.gov

On Jul 20, 2018, at 4:29 PM, Stamm, Christine A - DATCP
<Christine.Stamm@wisconsin.gov> wrote:

We will decline this interview.

From: Cosh, William - DATCP
Sent: Friday, July 20, 2018 8:15 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: FW: CCTV INTERVIEW REQUEST

Good Morning Christine,

We have received the following interview request.

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Lu, Jennifer Y - DATCP
Sent: Friday, July 20, 2018 7:39 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: Re: CCTV INTERVIEW REQUEST

Good morning Bill!

Please see the request for interview with Secretary on US CHINA trade issues from CCTV Chicago Bureau.

Let me know if Secretary wants to accept it so I can help with the talking points.

I'll reach to Sartori Cheeses, soybean exporter Delong and ginseng and herb coop and Baumann's Ginseng. I'll keep you posted.

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608.347.1852
Email: Jennifer.lu@wi.gov

On Jul 19, 2018, at 5:34 PM, Zhuoye Liu <liuzhuoye@gmail.com> wrote:

Dear Jennifer Lu,
Hope all is good with you!
I'm writing to you asking for your help.
The US government has imposed a 25% tariff on Chinese products and a retaliation from Chinese side is on its way. Therefore, exports of US agricultural products to China, one of the biggest market in the world, will be affected.
China Central TV station (CCTV) is now making news concerning the recent trade war between China and the US. With about half billion viewers, 16 channels and 6 foreign broadcasting languages, CCTV is one of the biggest TV station in the world. And for our coming news program, we are eagerly to have some interviews with people relating with agricultural industry in Wisconsin, one of the biggest state of agricultural product exporters to China.

I wonder if it is possible for you to arrange some of the interviews?

The top one people we want to interview is SECRETARY of Wisconsin DEPT OF Agriculture, her excellency Mrs. Sheila Harsdorf.

And also, we want to have interviews with local farmers, such as the soybean, corn and pig growers and exporters, the dairy producers, and people with the typical product of Wisconsin, the American ginseng.

Our questions will be as follows:

Questions for Secretary Sheila Harsdorf:

- 1\ A brief introduction about the cooperation between US and China in the field of agriculture during the recent years.
- 2\ How will the trade war affect the agricultural industry of the state of Wisconsin?

Questions for farmers. Exporters:

- 1\ Are you worried about the US_China trade war , and why?
- 2\ How will the tariff affect your business? Will the higher tariff help you, protect you, or hurt you?

It would be much better if we could do the interview next week.

A 3-member TV crew from CCTV' s office in Chicago, IL, will be ready to go to Wisconsin for the interviews.
We highly appreciate your kind help.

Best regards,

Zhuoye Liu
Bureau Chief,
CCTV_Chicago

--

Zhuoye Liu
CCTV_Chicago
1255 S. Michigan Ave.
Chicago, 60605 IL
Office: 312-624-8138
Cell phone: 202-731-1919

<wisconsin interview request to Mrs.Lu..docx>

From: [Lu, Jennifer Y - DATCP](#)
To: [Stamm, Christine A - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: RE: China meeting on Monday
Date: Friday, August 3, 2018 5:54:10 PM

Christine:

Here is some talking points:

- 1. China is Wisconsin's third largest export destination of agricultural products with \$299 million in 2017, 28% increase from 2016. Export of dairy products increased 73% in 2017.**
- 2. Top ag products we export to China are: dairy, wood, ginseng, cranberry. (no need to mention mink as it is not on the tariff's list yet)**
- 3. Wisconsin and Heilongjiang (HLJ) enjoys good sister state relationship. See details below.**
- 4. Wisconsin has a diverse agriculture with specialty crops such as ginseng and cranberry. Both products are affected by the increased tariff.**
- 5. Several agricultural companies will be exhibiting at China Import Fair in Shanghai in November.**

Concerns:

Intellectual propriety protection: We council companies to protect their intellectual property such as protecting their product brand, process information and product specification.

Internet barrier by having blocked internet while traveling inside China (we cannot access to google, gmail) and Chinese business counterparts cannot access to U.S. websites

China does not allow the import of U.S. live cattle

Heilongjiang (HLJ) and Wisconsin became sister-states in 1982. There have been active exchanges of delegations at many levels between the two states over the past years including former governors Tommy Thompson, Jim Doyle, and current governor Scott Walker leading trade missions to Heilongjiang. Provincial Heilongjiang government leaders have also paid numerous visits to Wisconsin.

Wisconsin's ties to Heilongjiang are strong thanks to a trusting relationship developed through DATCP's yearly agricultural missions to HLJ and the activities conducted through the sister-state

agreement. Wisconsin companies benefit from the close ties that DATCP staff have with HLJ government and business entities by gaining access to key meetings, introductions to business and governmental leaders and opportunities to build relationships based on business similarities and a shared history. The connection between Heilongjiang and Wisconsin in the dairy sector has spanned all aspects from training and research to bovine genetics to dairy feed and equipment.

Key Message is:

- Thank you very much for coming to learn about our concern and to build relationship with us.
- China has 20% of the world's population and is an important market for WI agricultural products and WI farmers.
- We hope to continue our good business and growth with China

Jennifer

From: Stamm, Christine A - DATCP

Sent: Friday, August 3, 2018 2:35 PM

To: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>

Subject: China meeting on Monday

Jennifer and Krista,

We are now confirmed for 9:00 am on Monday and I have updated the Outlook calendar. The meeting will be held in the Hall of Fame Room 172.

- 1.) Briefing Documents for the Secretary:
 - a. Jennifer – would you please put together some bullet points on the China ag market (trade stats, market highlights, potential concerns, items that we (DATCP)/Wisconsin companies are doing to promote exports)
 - b. Christine – Biographies (once we get a listing of who is all attending.)
 - c. Christine – protocol and etiquette
- 2.) Morning refreshments
 - a. Christine – coffee, tea, water (do you think we would need some pastries?)
- 3.) Vetting – do we need to do a Livingston search on the names we do have?
 - a. GAO Jin, Second Secretary, Policy Section, Embassy Of China In [the United States, 3505 International Place, NW Washington DC 20008](#), Tel.: 001-202-4952352
 - b. **Counselor Jin Lyu**

Thanks!
Christine

Christine Stamm

Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Cosh, William - DATCP](#)
To: [Walz, Sheri A - DATCP](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: Re: China TRade
Date: Tuesday, October 23, 2018 1:19:42 PM

I don't think so. Rick. Do you recall when she left.

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:(608)224-5020)
Cell Phone: [\(608\) 513-8950](tel:(608)513-8950)
Fax: [\(608\) 224-5034](tel:(608)224-5034)
William2.Cosh@wisconsin.gov

On Oct 23, 2018, at 12:18 PM, Walz, Sheri A - DATCP <Sheri.Walz@wisconsin.gov> wrote:

Hi Bill,
Was Jen Pino-Gallagher still here as of June 1, 2017?
Thanks,
Sheri

From: Cosh, William - DATCP
Sent: Monday, October 22, 2018 12:09 PM
To: Walz, Sheri A - DATCP <Sheri.Walz@wisconsin.gov>
Cc: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: FW: China TRade

This one goes back to 2012.

Jen Pino-Gallagher is a former employee who use to lead up the trade team. We may also want to search her emails.

Bill Cosh
William2.Cosh@wisconsin.gov
Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Dick, James F - DATCP
Sent: Monday, September 17, 2012 2:42 PM
To: Pino-Gallagher, Jen S - DATCP <Jen.PinoGallagher@Wisconsin.gov>
Subject: China TRade

Jen,

Something only to think about at this point. I don't think we'll get any calls on this although I know of one reporter who does make these kind of connections. He may be asking how ag exports might be affected.

Not sure if you've followed this but the US is getting into a trade skirmish (I won't call it a war yet) with China. It's mainly over cars and manufactured car parts but both sides have filed complaints with WTO. US is upset with Chinese government subsidies of its auto parts manufacturers and just today filed a complaint. China filed complaints

against US tariffs on Chinese products.

Probably nothing to be concerned about yet as far as commodities go but could this escalate in ag related manufacturing? The BoMatic's of the world.

As I said, probably won't get any calls but it may be good to have some response in mind.

Jim Dick

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

(office) 608-224-5020

(cell) 608-513-8950

jim.dick@wi.gov

From: [Hummell, Richard P - DATCP](#)
To: [Cosh, William - DATCP](#); [Walz, Sheri A - DATCP](#)
Subject: Re: China TRade
Date: Tuesday, October 23, 2018 1:23:11 PM

She left in January, 2017.

From: Cosh, William - DATCP
Sent: Tuesday, October 23, 2018 12:19:38 PM
To: Walz, Sheri A - DATCP
Cc: Hummell, Richard P - DATCP
Subject: Re: China TRade

I don't think so. Rick. Do you recall when she left.

Bill Cosh
Communications Director – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: [\(608\) 224-5020](tel:(608)224-5020)
Cell Phone: [\(608\) 513-8950](tel:(608)513-8950)
Fax: [\(608\) 224-5034](tel:(608)224-5034)
William2.Cosh@wisconsin.gov

On Oct 23, 2018, at 12:18 PM, Walz, Sheri A - DATCP <Sheri.Walz@wisconsin.gov> wrote:

Hi Bill,
Was Jen Pino-Gallagher still here as of June 1, 2017?
Thanks,
Sheri

From: Cosh, William - DATCP
Sent: Monday, October 22, 2018 12:09 PM
To: Walz, Sheri A - DATCP <Sheri.Walz@wisconsin.gov>
Cc: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: FW: China TRade

This one goes back to 2012.

Jen Pino-Gallagher is a former employee who use to lead up the trade team. We may also want to search her emails.

Bill Cosh
William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Dick, James F - DATCP
Sent: Monday, September 17, 2012 2:42 PM
To: Pino-Gallagher, Jen S - DATCP <Jen.PinoGallagher@Wisconsin.gov>
Subject: China TRade

Jen,

Something only to think about at this point. I don't think we'll get any calls on this

although I know of one reporter who does make these kind of connections. He may be asking how ag exports might be affected.

Not sure if you've followed this but the US is getting into a trade skirmish (I won't call it a war yet) with China. It's mainly over cars and manufactured car parts but both sides have filed complaints with WTO. US is upset with Chinese government subsidies of its auto parts manufacturers and just today filed a complaint. China filed complaints against US tariffs on Chinese products.

Probably nothing to be concerned about yet as far as commodities go but could this escalate in ag related manufacturing? The BoMatic's of the world.

As I said, probably won't get any calls but it may be good to have some response in mind.

Jim Dick

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

(office) 608-224-5020

(cell) 608-513-8950

jim.dick@wi.gov

From: [Stout, Lisa S - DATCP](#)
To: ["bob@clockshadowcreamery.com"](mailto:bob@clockshadowcreamery.com)
Subject: RE: Chinese buyers visit to Clock Shadow
Date: Thursday, June 28, 2018 2:36:00 PM

Dear Bob,

It was so great to see Patty and she rolled out the red carpet. The company is not experienced in exporting food products but has a connection to JD.com, an e-commerce website in China. They were very interested in the organic cheese. I hope that Mr. Wang and Mr Sui Ping return in the fall to taste test cheeses, possibly bringing someone from JD.com too. Since they do have a company in Los Angeles, payment could be in the U.S. If you would like to pursue registration for export to China, let me know and I will send instructions.

I am not sure what will happen in the coming weeks regarding trade tariffs. My crystal ball would only have calm seas and no disruptions.

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: bob@clockshadowcreamery.com <bob@clockshadowcreamery.com>
Sent: Thursday, June 28, 2018 10:48 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: Re: Chinese buyers visit to Clock Shadow

Hi Lisa,

Sorry I was not available yesterday. Between audits and not enough advance warning. I presume that Patty and Steve and Bo provided the information that was needed.

What kind of cheese are they looking for? Would they be paying in the U.S. prior to shipment?

Are tariff issues going to be an obstacle? What's your crystal ball?

Bob

On Jun 27, 2018, at 10:49 AM, Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov> wrote:

Hi Bob,

I apologize for not returning your call sooner. I brought two Chinese gentlemen to visit Clock Shadow yesterday. Mr. Wang and Mr. Sui Ping of Beta First, a trading company. They are based in Los Angeles and after exporting auto parts and clothing to the U.S., would like now to export food products from the U.S. to China. This isn't the same group that Mr. Koepke brought to the store. Mr. Wang and Mr. Sui Ping would like to sell U.S. food on JD.com. Please let me know if you would like additional information.

It was great to reconnect with Patty Peterson again.

Lisa

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

lisa.stout@wisconsin.gov

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From: [Rao, Ashwini P - DATCP](#)
To: [Hummell, Richard P - DATCP](#)
Subject: RE: CNBC
Date: Friday, July 20, 2018 2:38:53 PM

We exported \$14,123,494 in ginseng (HS# 121120) to China last year.

From: Hummell, Richard P - DATCP
Sent: Friday, July 20, 2018 11:16 AM
To: Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Subject: FW: CNBC

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

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From: Cosh, William - DATCP
Sent: Friday, July 20, 2018 11:05 AM
To: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>
Subject: FW: CNBC

Rick,

Would you be able to handle this one?

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Larocco, Lori Ann (NBCUniversal) <LoriAnn.Larocco@nbcuni.com>
Sent: Friday, July 20, 2018 10:29 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: CNBC

My name is Lori Ann and I coordinate news coverage and interviews for all shows on the network. I am looking to get export numbers on Ginseng. How much did Wisconsin export last year and what was the value?

Also- have we heard of any orders of Wisconsin agriculture products being canceled by China? I am asking because we are covering all the different industries being hit by the tariffs.

Please let me know. I am under deadline today so would appreciate an answer by 2pmET.


Thanks, I look forward to hearing from you.

Best,

Lori Ann

Lori Ann LaRocco

**Sr. Editor of Guests, CNBC Business News, Breaking News/Booking
Author, “Opportunity Knocking”, “Dynasties of the Sea” Series, “Thriving in
the New Economy”**

Phone: 201-735-3044 | Cell: 201-618-1566 |  @loriannlarocco



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900 Sylvan Avenue | Englewood Cliffs, NJ 07632

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From: [Hummell, Richard P - DATCP](#)
To: [Rao, Ashwini P - DATCP](#)
Subject: RE: Courtesy Copy: Venezuela's changes to import requirements; upcoming events and more!
Date: Wednesday, November 30, 2016 3:29:00 PM


Thanks Ashwini! – will post today

From: Rao, Ashwini P - DATCP
Sent: Wednesday, November 30, 2016 2:24 PM
To: Hummell, Richard P - DATCP
Subject: FW: Courtesy Copy: Venezuela's changes to import requirements; upcoming events and more!
FYI --

From: WI Department of Agriculture, Trade and Consumer Protection [<mailto:datcp@service.govdelivery.com>]
Sent: Wednesday, November 30, 2016 2:23 PM
To: madison.niemann@wisconsin.gov; zoey.brooks@wisconsin.gov; Andre, Ashley K - DATCP; Rao, Ashwini P - DATCP
Subject: Courtesy Copy: Venezuela's changes to import requirements; upcoming events and more!
This is a courtesy copy of an email bulletin sent by Ashwini Rao.

This bulletin was sent to the following groups of people:

Subscribers of CIGAL 2016, Canada Pork Buyers, China International Dairy Show_2, Chinese buyers mission 2014, Consumer Alerts in Spanish, Eau Claire Exporter Forum, Export Statistics, Exportech, Focused Trade Mission to Korea, Focused Trade Mission to Mexico, Focused Trade mission to Colombia, Costa Rica, & Guatemala, Food Ingredient Bakery Mission to Korea, Food Ingredients Buyers Mission to IFT, Genetics Companies, International Market Reports, International Marketing Mailer, International Trade Team Monthly Newsletter, Livestock and Genetics seminars, Mexican Border Crossing, Midwest Buyers Mission, Moroccan Dairy Lead, Non-feed Ingredient Buyers Mission, PLMA 2015 recruitment, USDA Trade Committees, USDEC Alert- FDA updating CNCA list, Vietnam Wood, WDE Feed Ingredients Buyers Mission, or WI International Trade Team Export Assistance, (5832 recipients)

Wisconsin Department of Agriculture, Trade and Consumer Protection			WISCONSIN INTERNATIONAL TRADE TEAM	1 (800) 462-5237 international@wisconsin.gov datcp.wisconsin.gov
November 2016				
In this Issue <ul style="list-style-type: none">Trade ConsultantsVenezuela: Temporary Zero Tariffs for Agricultural Products and Live AnimalsUpcoming Events	Venezuela: Temporary Zero Tariffs for Agricultural Products and Live Animals <p>The Government of the Bolivarian Republic of Venezuela (GBRV) temporarily (one year) eliminated import tariffs and value added taxes for scarce agricultural products, raw materials and live animals. Learn more about this here.</p>			
Trade Consultants <p>Enrique Gandara Animal Feed, Livestock & Genetics Latin America & Russia (608) 224-5113 enrique.gandara@wisconsin.gov</p> <p>Jennifer Lu Wood products, Animal Feed, Livestock & Genetics China & Asia (608) 224-5102 jennifer.lu@wisconsin.gov</p>	Upcoming Events <p>2017 Global Economic Forecast: Where Will the Growth Be? January 10, 2017/ Fluno Center, Madison, WI Time: 10:30am - 2:00pm Cost: \$45</p> <p>Since 2008, financial crises, political upheavals and global trade imbalances have rocked financial markets and economies. On-going issues – from the Brexit vote to leave EU to the “Great Fall of China” in August 2016 to a new prospects for the US economy under new leadership have unsettled markets and left business and investors</p>			

Ashwini Rao

Processed Foods
India, Latin America & European
Union
(608) 224-5119
ashwini.rao@wisconsin.gov

Lisa Stout

Processed Foods
Asia & Canada
(608) 224-5126
lisa.stout@wisconsin.gov

Jen Pino-Gallagher

Bureau Director, Agricultural Market
Development
(608) 224-5125
jen.pinogallagher@wisconsin.gov

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nervous.

We know what lies behind – but what lies ahead?

[Join](#) MITA at their annual Economic Forecast event to look into the future of the global economy.

[Buyers Mission at Global Pet Food Expo](#)

March 21, 2017 / Orlando, Florida
Early Registration Deadline: January 17, 2017 - \$150

Contact: Ashwini Rao (ashwini.rao@wi.gov) / 608-224-5119)

Food Export will be conducting a Pet Food Buyers Mission in conjunction with the 2017 [Global Pet Expo](#). The 2016 show reported record-breaking numbers with nearly 15,500 visitors in attendance. Pet populations continue to grow around the world and particularly in developing countries. Global retail pet food sales are expected to reach another record in 2017 as the trend away from table scraps continues in developing markets while consumers in more advanced markets shift to specialty and health-centered pet foods. This is the perfect low-cost opportunity to meet qualified buyers from around the world in one place!

[VIV Asia](#)

March 15-17, 2017 / Bangkok, Thailand

Contact: Jennifer Lu (Jennifer.lu@wi.gov) / 608-224-5102)

Wisconsin Department of Agriculture, Trade and Consumer Protection will lead Wisconsin businesses to Bangkok, Thailand to exhibit at the VIV Asia Tradeshow. VIV Asia is the largest international platform for Southeast Asia's booming animal protein production and processing industry. Held every two years in Bangkok, VIV Asia has propelled itself to become the most important gateway to Asia's emerging markets for professionals throughout Asia involved in producing and processing animal proteins. Wisconsin's livestock and animal genetics companies, feed companies, farm supply companies, agricultural equipment companies, livestock service companies and agricultural associations are encouraged to participate and exhibit at the Wisconsin booth during VIV Asia.

[Food Show Plus! at SIAL Canada](#)

May 2-4, 2017 / Toronto, Canada
Early Registration Deadline for FSP!: January 9, 2017 - \$225

Contact: Ashwini Rao (ashwini.rao@wi.gov) / 608-224-5119)

Opportunities Abound in Canada. [Save \\$600 on your USA Pavilion booth rental](#) at SIAL Canada if you register by November 4, 2016! And don't forget to sign up for [Food Show Plus! Services](#) being offered by Food Export Association of the Midwest.

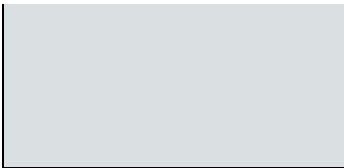
SIAL Canada 2017, is the ONLY food show in Canada dedicated to both the retail AND foodservice trade. Canada is the ideal market to target U.S. food and agricultural exports with its close proximity, common language and similar culture. Covering every aspect of the Canadian food & beverage industry, SIAL Canada provides the perfect platform for US exporters to meet with key Canadian buyers.

[China International Dairy Expo and Summit](#)

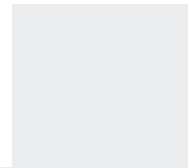
May 11-13, 2017 / Harbin, China

Contact: Jennifer Lu (Jennifer.lu@wi.gov) / 608-224-5102)

China International Dairy Expo and Summit is an annual dairy industry event focused on the entire supply chain of dairy production, from breeding and farm management to dairy processing and packaging. It is the most influential dairy producing and processing activity in China, attracting international and domestic industry players from across the entire dairy supply chain. Wisconsin dairy genetic companies, animal health and nutrition companies, feed companies, feeding system and



feed processing companies, manure waste treatment companies, dairy farm management companies, dairy product processing companies, dairy education and training providers are encouraged to exhibit within the Wisconsin Pavilion.



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From: [Girard, Alexander C - DATCP](#)
To: [Stout, Lisa S - DATCP](#)
Cc: [Lu, Jennifer Y - DATCP](#)
Subject: RE: Dairy tariffs
Date: Tuesday, September 18, 2018 2:22:00 PM
Attachments: [image002.png](#)
[image003.png](#)

Thanks again for your help Lisa & Jennifer! I appreciate it!

From: Stout, Lisa S - DATCP
Sent: Tuesday, September 18, 2018 10:13 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Cc: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Subject: RE: Dairy tariffs

Alex,

I think that you have covered the highpoints. You can also refer him to the U.S. Dairy Export Council (www.usdec.org/) which is involved in trade negotiations regarding dairy products and promoting U.S. dairy products abroad.

Note the correct name is Dairy Farmers **of** Wisconsin (<http://www.wisconsinmilk.org/>).

Lisa

From: Girard, Alexander C - DATCP
Sent: Tuesday, September 18, 2018 9:08 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Subject: FW: Dairy tariffs

Hi Jennifer & Lisa,

Krista suggested I verify the response below regarding Sen. Marklein's request for the products and status of Chinese tariffs on U.S. dairy products? At your earliest convenience, do you mind fact checking or providing any suggested edits?

Thanks,
Alex

From: Knigge, Krista M - DATCP
Sent: Tuesday, September 18, 2018 8:17 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: RE: Dairy tariffs

Alex – This looks ok for me. I would suggest Lisa and or Jennifer also review.

Thank you-

Krista Knigge
Administrator – Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Hi Vincent,

Thank you for reaching out to our Department regarding more information on this important and ongoing matter. As I am sure you are aware, this is an ongoing issue that changes rapidly on the federal level.

In response to the 25% tariff that President Trump placed on Chinese goods in July 2018, China retaliated with a long list of tariffs including corn, soybeans, wheat and several dairy products.

Here's a full list of the dairy products impacted by these tariffs:

<https://www.crowell.com/files/China-301-Retaliatio-List-1-Unofficial-Version.pdf>

- Unconcentrated unsweetened milk and cream, not exceeding 1% fat content (skim milk (liquid))
- Fat content 1-6% of unconcentrated unsweetened milk and cream
- Fat content 6-10% of unconcentrated unsweetened milk and cream
- Unconcentrated unsweetened milk and cream with a fat content of more than 10% (cream (liquid))
- Fat content = 1.5% solid milk and cream (NFDM/SMP)
- Fat mass >1.5% unsweetened solid milk and cream (WMP)
- Sugared solid milk and cream with fat mass > 1.5%
- Non-solid milk and cream, concentrated but unsweetened
- Non-solid milk and cream, concentrated and sugared
- Yogurt
- Buttermilk
- Whey and Modified Whey (Dry whey)
- Other products containing natural milk (MPC)
- Butter

- Cream sauce
- Other fats and oils extracted from milk (AMF)
- Fresh cheese, curd (Mozzarella)
- Grated or powdered cheese (Shredded mozzarella and shredded blends)
- Other processed cheeses (Processed cheese)
- Blue cheese, textured cheese
- Other cheese (American/Gouda/all other cheeses)

Please see the following link to a more comprehensive list of tariffs:

<https://www.cmtradelaw.com/2018/06/latest-u-s-trade-actions-tariffs-and-other-countries-retaliatory-measures/>

As a suggestion, I would also consider reaching out to dairy industry groups such as Dairy Farmers for Wisconsin, etc. for direct information on the short term or long term implications, as many other groups have been publicly vocal on the impacts (i.e. corn, soybeans, cranberries, etc.)

I hope this information is helpful, please do not hesitate to contact me if you have any further questions or concerns.

Thanks,
Alexander

Alexander Girard

Legislative Advisor

Wisconsin Department of Agriculture,

Trade and Consumer Protection

Phone: (608) 224-5114

Cell: (608) 807-9425

AlexanderC.Girard@wisconsin.gov



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From: Marklein, Howard

Sent: Monday, September 17, 2018 7:07 AM

To: Prange, Katy <Katy.Prange@legis.wisconsin.gov>; Petrovich, Luke <Luke.Petrovich@legis.wisconsin.gov>; Williams, Vincent <Vincent.Williams@legis.wisconsin.gov>

Subject: Dairy tariffs

I had lunch last Friday with Mike Kaufmann, Richland Center mayor. They are having a trade trip to China in October. RC has an amazing amount of dairy processing(eg. Foremost; Schreiber). He would like some help in knowing what the tariffs are for dairy products going to China. I am not sure that

we have access to this information, but maybe DATCP could help.
Thanks.

Howard

State Senator Howard Marklein

17th Senate District

8 South

State Capitol

Madison, Wisconsin

608.266.0703



From: [Stout, Lisa S - DATCP](#)
To: "[Oehlke, Bonita \(AGR\)](#)"; [Masseria, Lauren](#)
Subject: RE: draft activity for cranberries and cheese: Korea
Date: Friday, September 28, 2018 12:20:00 PM

Bonita and Lauren,

Do we want to broaden this to all food products? Since we are targeting cheese, FEM may think that USDEC or CMC could undertake this. As far as I know the CMC is only targeting India and China in their international marketing plan.

I took a stab at question 5:

Why are you proposing this activity?

Specialty cheeses and cranberries are major agricultural products for Massachusetts and Wisconsin and specialty cheese is an important economic impact product for Vermont. These products and states have been adversely affected by the tariffs imposed by Mexico, Canada, EU and China. Mexico, China and the EU have imposed tariffs on American cheese and cranberries, which will impact exports of these products into those countries as prices of these products will rise significantly. In fact, 33 percent of global U.S cheese exports and 38 percent of global U.S cranberry exports are affected.

By targeting countries where we have a favorable trading relationship, we will be able to strengthen exports of these products. The U.S and the South Korea have enjoyed a favorable trading relationship under the KORUS agreement.

Best regards,
Lisa

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

Lisa.stout@wisconsin.gov

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From: Oehlke, Bonita (AGR) <bonita.oehlke@state.ma.us>

Sent: Wednesday, September 26, 2018 1:23 PM

To: Masseria, Lauren <Lauren.Masseria@vermont.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>

Subject: draft activity for cranberries and cheese: Korea

Hi Lisa and Lauren,

Ugh, I haven't had much time to work on this. A draft activity is attached, please share comments/edits/advice to fill in the blanks and strengthen the proposal.

Sincerely, Bonita

Bonita Oehlke
Market Development and Food Systems Planning
Massachusetts Department of Agricultural Resources
251 Causeway Street, Suite 500
Boston, MA 02114
617-626-1753 FAX: 617-626-1850

www.mass.gov/massachusetts-food-policy-council

www.mass.gov/massgrown

www.mass.gov/guides/export-market-development



From: [Andre, Ashley K - DATCP](#)
To: [Stamm, Christine A - DATCP](#); [Cosh, William - DATCP](#)
Subject: RE: Draft Advisory
Date: Wednesday, May 23, 2018 2:47:33 PM

Christine,

Here are suggested edits to pass on to the group.

Thank you!



FOR PLANNING PURPOSES: 5/22/18

CONTACT: matt@farmersforfreetrade.com

Wisconsin Farmers, State Ag Secretary to **Discuss Importance of Trade to Wisconsin Agriculture**

Farmers for Free Trade and the Wisconsin Farm Bureau Federation to sponsor roundtable discussion with Wisconsin Agriculture Secretary and local farmers on the impacts of NAFTA and trade on Wisconsin agriculture

(Madison, WI) - On **WEDNESDAY, May 30th at 9:30 am**, Farmers for Free Trade and the Wisconsin Farm Bureau Federation will host a **roundtable discussion and media availability**, featuring **Wisconsin farmers and Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection Sheila Harsdorf, on the importance of fair and free trade policies on state ag exports. In 2017, Wisconsin exported \$3.5 billion of agricultural products to 147 countries, an increase of 3.6% compared to the previous year. Wisconsin ranks 12th nationally for the value of agricultural exports. Local farmers and agribusinesses will share the need for certainty and predictability of trade policies.**

WHO:

Secretary Sheila Harsdorf, Wisconsin Department of Agriculture, Trade and Consumer Protection

WHAT: Roundtable and **media availability** on trade and Wisconsin agricultural exports

**WHEN: Wednesday, May 30th, 2018
9:30 AM**

**WHERE: Arlington Agriculture Research Station
N695 Hopkins Rd, Arlington, WI**

###

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

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From: Stamm, Christine A - DATCP
Sent: Wednesday, May 23, 2018 8:25 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>
Subject: FW: Draft Advisory

FYI – I will put a meeting on to review this.

From: Jennifer Spall <jennifer.spall@worldstrategies.net>
Sent: Wednesday, May 23, 2018 12:17 AM
To: Karen Gefvert <kgefvert@wfbf.com>
Cc: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: Draft Advisory

FYI, here is what Matt has put together, good interest from some of the large commodity sectors so far.

Best,

Jennifer



FOR PLANNING PURPOSES: 5/22/18

CONTACT: matt@farmersforfreetrade.com

Wisconsin Farmers, State Ag Secretary to Examine How Trade Uncertainty Hurts Wisconsin Farmers

Farmers for Free Trade and the Wisconsin Farm Bureau Federation to sponsor roundtable discussion with Wisconsin Agriculture Secretary and local farmers on the impacts of NAFTA and trade uncertainty on Made in Wisconsin ag exports

(Madison, CA) - On **WEDNESDAY, May 30th at 9:30 am**, Farmers for Free Trade and the Wisconsin Farm Bureau Federation will host a press event and roundtable discussion **featuring Wisconsin farmers and the Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection Sheila Harsdorf, on the impact of**

recent federal trade policies on state ag exports. Escalating trade tensions, new or threatened tariffs, and uncertainty around updated NAFTA negotiations have resulted in threats to the exports markets Wisconsin farmers rely on most heavily. Local farmers will share how they've been impacted and their views on restoring certainty and predictability for ag exports.

WHO:

Secretary Sheila Harsdorf, Wisconsin Department of Agriculture, Trade and Consumer Protection

WHAT: Roundtable and press event on trade and Wisconsin agricultural exports

WHEN: Wednesday, May 30th, 2018

9:30 AM

WHERE: Arlington Agriculture Research Station

N695 Hopkins Rd, Arlington, WI

###

From: [Matt McAlvanah](#)
To: [Stamm, Christine A - DATCP](#); [Amy Eckelberg](#); [Karen Gefvert](#); [Jennifer Spall](#)
Cc: [Angela Hofmann](#)
Subject: RE: Draft invitation
Date: Wednesday, May 23, 2018 11:26:22 AM
Attachments: [image002.png](#)

That works. Will stand by for additional edits!

From: Stamm, Christine A - DATCP [mailto:Christine.Stamm@wisconsin.gov]
Sent: Wednesday, May 23, 2018 11:18 AM
To: Matt McAlvanah <matt@monumentpolicy.com>; Amy Eckelberg <aeckelberg@wfbf.com>; Karen Gefvert <kgefvert@wfbf.com>; Jennifer Spall <jennifer.spall@worldstrategies.net>
Cc: Angela Hofmann <Angela.Hofmann@worldstrategies.net>
Subject: RE: Draft invitation

Our gut feel is to change up the headline to a more positive approach – such as:

“ Wisconsin Farmers, State Ag Secretary to Highlight Importance of Trade to Wisconsin Agriculture”
(importance, value, etc.)

Secretary Harsdorf is in meetings until 11:00 am and I will get her final thoughts on this and will report back!

From: Matt McAlvanah <matt@monumentpolicy.com>
Sent: Wednesday, May 23, 2018 10:07 AM
To: Amy Eckelberg <aeckelberg@wfbf.com>; Karen Gefvert <kgefvert@wfbf.com>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Jennifer Spall <jennifer.spall@worldstrategies.net>
Cc: Angela Hofmann <Angela.Hofmann@worldstrategies.net>
Subject: RE: Draft invitation

All – Please take a look at the advisory below and let me know if you have any edits.



FOR PLANNING PURPOSES: 5/23/18

CONTACT: matt@farmersforfreetrade.com

Wisconsin Farmers, State Ag Secretary to Examine How Trade Uncertainty Hurts Wisconsin Agriculture

Farmers for Free Trade and the Wisconsin Farm Bureau Federation to sponsor roundtable

discussion with Wisconsin Agriculture Secretary and local farmers on the impacts of NAFTA and trade uncertainty on Made in Wisconsin ag exports

(Madison, CA) - On **WEDNESDAY, May 30th at 9:30 am**, Farmers for Free Trade and the Wisconsin Farm Bureau Federation will host a press event and roundtable discussion

featuring Wisconsin farmers and the Secretary of the Wisconsin Department of Agriculture, Trade and Consumer Protection Sheila Harsdorf, on the impact of recent federal trade policies on state ag exports. Escalating trade tensions, new or threatened tariffs, and uncertainty around updated NAFTA negotiations have resulted in threats to the exports markets Wisconsin farmers rely on most heavily. Local farmers will share how they've been impacted and their views on restoring certainty and predictability for ag exports.

WHO:

- Secretary Sheila Harsdorf, Wisconsin Department of Agriculture, Trade and Consumer Protection
- (We will be adding cranberries, cheese, and dairy groups)

WHAT: Roundtable and press event on trade and Wisconsin agricultural exports

**WHEN: Wednesday, May 30th, 2018
9:30 AM**

**WHERE: Arlington Agriculture Research Station
N695 Hopkins Rd, Arlington, WI**

###

From: Amy Eckelberg [<mailto:aeckelberg@wfbf.com>]

Sent: Monday, May 21, 2018 4:41 PM

To: Karen Gefvert <kgefvert@wfbf.com>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Jennifer Spall <jennifer.spall@worldstrategies.net>

Cc: Matt McAlvanah <matt@monumentpolicy.com>; Angela Hofmann <Angela.Hofmann@worldstrategies.net>

Subject: RE: Draft invitation

As Karen said, please let me know how I can be of assistance on the media end of things. I'm sure the Wisconsin ag media would love to attend.

Amy

Amy Eckelberg

Executive Director of Public Relations

Wisconsin Farm Bureau Federation

608.828.5706 | aeckelberg@wfbf.com

www.wfbf.com

A Voice for Farmers. A Vision for Agriculture. ®

From: Karen Gefvert
Sent: Monday, May 21, 2018 2:53 PM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Jennifer Spall <jennifer.spall@worldstrategies.net>
Cc: Matt McAlvanah <matt@monumentpolicy.com>; Angela Hofmann <Angela.Hofmann@worldstrategies.net>; Amy Eckelberg <aekkelberg@wfbf.com>
Subject: RE: Draft invitation

I'm looping in our Executive Director of Communications, Amy Eckelberg. She will help with the media advisory side of things.

The draft invited looks good to me.

Karen

Karen Gefvert
608.828.5713 | kgefvert@wfbf.com

From: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Sent: Monday, May 21, 2018 2:26 PM
To: Jennifer Spall <jennifer.spall@worldstrategies.net>; Karen Gefvert <kgefvert@wfbf.com>
Cc: Matt McAlvanah <matt@monumentpolicy.com>; Angela Hofmann <Angela.Hofmann@worldstrategies.net>
Subject: RE: Draft invitation

The draft invite looks good.

Regarding the press release, please connect with me!

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: Jennifer Spall <jennifer.spall@worldstrategies.net>
Sent: Monday, May 21, 2018 1:12 PM
To: Karen Gefvert <kgefvert@wfbf.com>; Stamm, Christine A - DATCP
<Christine.Stamm@wisconsin.gov>
Cc: Matt McAlvanah <matt@monumentpolicy.com>; Angela Hofmann
<Angela.Hofmann@worldstrategies.net>
Subject: Draft invitation

Karen & Christine---

Attached, please find the draft invitation for next Wednesday's event. Please let me know if you have any additions. We'd like to do a press advisory as well, I am cc'ing my colleague Matt McAlvanah who will be coordinating it on our end. Should he work with each of you to finalize it?

Thanks,

Jennifer

From: [Stout, Lisa S - DATCP](#)
To: [Teresa Miller](#); [Femke Bosch](#)
Cc: [Elizabeth Riggs](#)
Subject: RE: Focused Trade Mission to China
Date: Monday, August 6, 2018 5:11:00 PM

Thanks for clarifying. We, (DATCP), are in the same position, monitoring the situation and taking the long view.

Thanks again.
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: Teresa Miller <TMiller@FoodExport.org>
Sent: Monday, August 6, 2018 12:12 PM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Femke Bosch <fbosch@foodexport.org>
Cc: Elizabeth Riggs <ERiggs@FoodExport.org>
Subject: RE: Focused Trade Mission to China

Hi Lisa;

Food Export is not in a position of making specific statements on the current and ongoing trade policies and tariffs. This is an ongoing issue and changing rapidly, USDA has released GAIN reports that provide information on specific tariffs imposed. We think it's important that suppliers continue to strengthen their current relationships with their clients overseas. U.S. food and agricultural products remain in demand by consumers worldwide. At Food Export-Midwest and Food Export-Northeast, our mission continues to focus on market development and helping U.S. companies find export success through all of our programs and services. We are committed to serve them and help them explore new markets and make the most of your current export markets. We will continue to monitor the tariff and trade situations and share any information with our suppliers as it is available, in the meantime our programs and services for 2019 are also open for registration.

Below GAIN Report link for china tariffs:

https://gain.fas.usda.gov/Recent%20GAIN%20Publications/China%20Responds%20to%20U.S.%20301%20Announcement%20with%20Revised%20Product%20List%20Beijing_China%20-%20Peoples%20Republic%20of_6-21-2018.pdf

Thanks,

Teresa R. Miller
Food Export - Midwest
312.334.9208

From: Stout, Lisa S - DATCP [<mailto:Lisa.Stout@wisconsin.gov>]
Sent: Monday, August 6, 2018 8:40 AM
To: Femke Bosch; Teresa Miller
Cc: Elizabeth Riggs
Subject: Fwd: Focused Trade Mission to China

Hi Femke and Teresa,

Do you have information that we can give to the companies regarding US-China trade/tariffs - taking points?

See email from Don Lyle of Herr Foods.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: "Don C. Lyle" <Don.Lyle@herrs.com>
Date: August 6, 2018 at 8:13:03 AM CDT
To: "Stout, Lisa S - DATCP" <Lisa.Stout@wisconsin.gov>
Cc: Ruben Rios <ruben.rios@herrs.com>
Subject: RE: Focused Trade Mission to China

Good Morning Lisa

Thank You for the follow up !

Our soon to be distributor in China is having questions about the state of USA - China Trade in the current tariff issues.

Will we cover facts and possible PR talking points ?

Thanks !

From: Stout, Lisa S - DATCP [<mailto:Lisa.Stout@wisconsin.gov>]

Sent: Friday, August 3, 2018 4:45 PM

To: lizhang@amlatglobal.com; li@chinaiaowa.com; eric.guo@chinaiaowa.com; eastwestdevelop@aol.com; gliusa@sbcglobal.net; jeff.kent@foremostfarms.com; Ruben Rios <ruben.rios@herrs.com>; Don C. Lyle <Don.Lyle@herrs.com>; toyin@iyafoods.com; joe@lorannoils.com; John@lorannoils.com; dsmith@michaelscookies.net; cliu@orangecheese.cn; elias@rushdirect.net; jacob.thestonergroup@hotmail.com; thestonergroup@hotmail.com; mascolocheese@gmail.com; jenkuo1008@gmail.com; Molly Burns <mburns@foodexport.org>; Jim Morgan <jim@fairplay-wi.com>; Jerry Haines (jerry@titletowncheese.net) <jerry@titletowncheese.net>

Cc: Femke Bosch <fbosch@foodexport.org>

Subject: Focused Trade Mission to China

Dear China Trade Mission Participants,

I am looking forward to seeing you in Shanghai. I've attached the itinerary and included a few notes.....

- Transportation to the hotel: you can request a car from the hotel or take a cab. Note that the address is in Mandarin on your itinerary. Pick up a hotel card from the concierge when leaving the hotel. The card will have the name and address in Mandarin.
- Currency exchange rate: USD \$10.00 = 68.31 RMB/Yuan. There are currency exchange kiosks at the airport and you can change money at the hotels.
- Average Temperature in Shanghai, Chengdu, Shenzhen – 80s and 90s, high humidity, possible rain.
- Monday, August 13th – You must bring your passport to attend the briefing at the ATO office in the U.S. Consulate. For those of you that are not staying at the JW Marriott, please meet the group in the lobby of the JW Marriott no later than 9:25 a.m. to be transported to the ATO.

Let me know if you have any questions.

Best regards,

Lisa

Lisa Stout

Economic Development Consultant – International Agribusiness Center/Division of Ag Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5126

Cell Phone: (608) 514-4538

Lisa.stout@wisconsin.gov

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From: [Lu, Jennifer Y - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Knigge, Krista M - DATCP](#)
Subject: RE: Fox Con China Booth
Date: Monday, September 17, 2018 1:49:13 PM
Attachments: [image003.png](#)

Jack and Krista,

The WEDC\FoxConn booth is 500 square meters showcasing WI industries (booth paid by FoxConn). WI companies in the booth are:

1. Inpro Corporation (building products),
2. Velicon (high-speed motor)
3. BiologiQ (plastic)
4. Black Rock Stone Cutting,
5. Dynex (engineering)

5 water tech companies:

1. Roving Blue
2. SDMC
3. PaveDrain,
4. BioGill
5. StarWater

Water Council will send 1 representative. WEDC Asia Director Khay Khong will travel to the show with CEO Mark Hogan.

Separately, in the Food and Agriculture section, the following WI agricultural companies will exhibit:

1. Marathon Ginseng
2. Ellsworth Creamery Coop with representative Shining Stone
3. WI Ginseng and Herb Coop
4. Hsu's Ginseng

Baumann Ginseng will attend but not exhibit at the show.

If we want to showcase WI's advanced and diverse agriculture, there is still a chance to work with FoxConn to incorporate in the booth image. The main contact for Foxconn for this project is Quincy Tse in Shenzheng China. His email is quincy.tse@ifengpai.com

We can discuss if DATCP wants to do that.

Best regards,

Jennifer Lu

International Agri-Business Center

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison, WI 53708-8911

Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Heinemann, Jack A - DATCP
Sent: Monday, September 17, 2018 11:32 AM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Cc: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>
Subject: Fox Con China Booth

As a follow up to our discussion, the China Show discussed is November 5 to 10 in Shanghai.

WEDC will have a presences in the Fox Con Electronics booth. They have 10 Wisconsin companies participating. Their major focus will be on Water Technology to support China's Sponge City Initiative. Fox Con is paying for show related activities: booth space, shipment of product samples, show entry fees, etc. Companies will be responsible for travel, meals, and personal costs. Artwork for the show was due last Friday.

Jack Heinemann

Director International Agri Business Center
Division of Agriculture Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5125
Cell Phone: [if applicable] (608) 215-6926
Jack.heinemann@wisconsin.gov

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From: [Knigge, Krista M - DATCP](#)
To: [Maayan Silver](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: Re: Foxconn and Ginseng Story!
Date: Wednesday, October 10, 2018 3:09:11 PM

Let's plan on 2pm Thursday/tomorrow.

Thank you Maayan!

Krista Knigge
Administrator - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5142
krista.knigge@wisconsin.gov

From: Maayan Silver <msilver@uwm.edu>
Sent: Wednesday, October 10, 2018 12:51 PM
To: Knigge, Krista M - DATCP
Subject: Re: Foxconn and Ginseng Story!

Yes! Tomorrow afternoon would be great! How's 1:30 or 2PM?

From: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Sent: Wednesday, October 10, 2018 12:51:10 PM
To: Maayan Silver
Subject: Re: Foxconn and Ginseng Story!

Thank you for reaching out Maayan! I'm at an off-site meeting today. Would tomorrow afternoon work for you?

Krista Knigge
Administrator - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5142
krista.knigge@wisconsin.gov

From: Maayan Silver <msilver@uwm.edu>
Sent: Wednesday, October 10, 2018 10:28 AM
To: Knigge, Krista M - DATCP
Subject: Foxconn and Ginseng Story!

Hi Krista!

I'm a reporter at WUWM 89.7FM in Milwaukee.

I got your name and number/email from Matt Moroney of the DOA.

I'm doing a story for NPR--- so it will be broadcast nationally---about Foxconn's interest in Wisconsin's ginseng crop.

I think the story will focus on how Foxconn's technology in things like inspection and production can potentially change the market for ginseng both in the U.S. and China (modernize the industry).

Would you be available for a recorded phone interview sometime today or tomorrow about the story?

Thanks!

Maayan Silver

News Reporter

WUWM 89.7FM, Milwaukee's NPR

414.270.1196 (office)

414.704.0177 (cell)

Instagram/Twitter: @bythespaceheater

www.wuwm.com

From: [Briana Reilly](#)
To: [Stamm, Christine A - DATCP](#)
Subject: Re: FW: Check-in/interview request
Date: Thursday, August 23, 2018 10:21:45 AM

Hi Christine,

Looking forward to the call this morning. One other topic I'll briefly touch on is tariffs and the impact on the ag industry -- just to let you know.

Thanks,
Briana

On Tue, Aug 21, 2018 at 12:05 PM Briana Reilly <reilly@wispolitics.com> wrote:

Yes, all of those things. I'll let you know if anything else comes up before Thursday.

Thanks so much!

On Tue, Aug 21, 2018 at 11:31 AM, Stamm, Christine A - DATCP
<Christine.Stamm@wisconsin.gov> wrote:

Briana,

Yes, we will call you at that number.

To reconfirm, you would like to speak with her regarding her time here and her vision for the agency (9 months already!) as well as the inter-agency work of CAFO responsibilities?

Thanks,

Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
[2811 Agriculture Drive](#)
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: Briana Reilly <reilly@wispolitics.com>
Sent: Tuesday, August 21, 2018 11:27 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: Re: FW: Check-in/interview request

Thank you, Christine!

Thursday at 11 a.m. should work great.

Unfortunately, I'm running to a couple of different things that day, so a phone interview would be best. Would she be able to give me a call at 608-441-8418?

Thanks again,

Briana

On Tue, Aug 21, 2018 at 11:12 AM, Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov> wrote:

Briana,

Thank you for your interview request with Secretary Harsdorf. Let me know if you would like to interview her in person or over the telephone.

She would have availability:

- Thursday, August 23
 - o 10:00 am
 - o 11:00 am
- Friday, August 24
 - o 10:15 am

Let me know if any of these dates and times are workable for you, or if we need to look further ahead.

Kind regards,

Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
[2811 Agriculture Drive](#)
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: Cosh, William - DATCP
Sent: Tuesday, August 21, 2018 9:59 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: FW: Check-in/interview request

Bill Cosh

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5020

Cell: (608) 513-8950

William2.Cosh@wi.gov

From: Briana Reilly <reilly@wispolitics.com>
Sent: Tuesday, August 21, 2018 9:56 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Re: Check-in/interview request

Hi Bill,

Just following up on this again - thanks!

Briana

On Fri, Aug 17, 2018 at 1:35 PM, Briana Reilly <reilly@wispolitics.com> wrote:

Thanks!

On Fri, Aug 17, 2018 at 1:34 PM, Cosh, William - DATCP
<William2.Cosh@wisconsin.gov> wrote:

Hi Briana,

Sec. Harsdorf's scheduler is out today, but I will follow-up with her on Monday regarding your request.

Bill Cosh

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5020

Cell: (608) 513-8950

William2.Cosh@wi.gov

From: Briana Reilly <reilly@wispolitics.com>

Sent: Friday, August 17, 2018 1:31 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Check-in/interview request

Hi Bill,

Hope you're having a great summer! Reaching out because I recall someone in our office previously mentioning trying to schedule an interview with Sec. Harsdorf following her taking over at DATCP. I wanted to follow up on that and see if it'd be possible to chat with her for 10 minutes or so about her direction for the agency.

Additionally, wanted to check-in about the transfer of CAFO oversight authority from DNR to DATCP -- how is that process going, is legislation indeed necessary to make that happen, any other updates you can share?

Thanks a lot,

Briana

--

Briana Reilly

Reporter — WisPolitics.com

608-441-8418

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Briana Reilly

Reporter — WisPolitics.com

608-441-8418

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Briana Reilly

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Briana Reilly

Reporter — WisPolitics.com

608-441-8418

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Briana Reilly

Reporter — WisPolitics.com

608-441-8418

From: [Cosh, William - DATCP](#)
To: [Michelle Phillips](#)
Cc: [Hummell, Richard P - DATCP](#)
Subject: RE: FW: Tariffs
Date: Friday, October 19, 2018 9:30:55 AM

Good Morning Michelle,

This is the contact information for the Wisconsin based trade groups representing the commodities you asked about. If you call the respective organization and ask to speak with their executive director, that person would have the latest most up to date information for what you are looking for.

Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Michelle Phillips <timestribuneeditor@newspubinc.com>
Sent: Thursday, October 18, 2018 7:00 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Re: FW: Tariffs

This is just links to websites and emails. I want to talk to someone about how the tariffs are affecting trade.

Michelle

On Thu, Oct 18, 2018 at 3:28 PM, Cosh, William - DATCP
<William2.Cosh@wisconsin.gov> wrote:

Michelle,

I hope that the following is helpful.

Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Hummell, Richard P - DATCP
Sent: Thursday, October 18, 2018 3:10 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: Tariffs

Here you go, Bill,

Below are links representing groups for cranberries, ginseng and dairy. DATCP is not directly involved with the paper industry, but I also included a link to the Wisconsin Paper Council.

(I also added Michelle to our media contact list.)

Thank you!

www.wiscran.org cranberries

ginseng@ginsengboard.com ginseng

<http://www.wisconsinmilk.org/> milk

<http://www.wisconsincheesemakers.org/> cheese

<https://pdpw.org/businessconference/> dairy producers

<https://wfbf.com/> Wisconsin Farm Bureau (legislation, farming industry-related issues. See recent statement by Farm Bureau President Holte)

<https://wipapercouncil.org/> (paper)

Rick Hummell

Communications Specialist - Division of Agricultural Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

Office: (608) 224-5041

Cell: (608) 999-1406

rick.hummell@wisconsin.gov

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Bill Cosh

William2.Cosh@wisconsin.gov

Phone: [\(608\) 224-5020](tel:(608)224-5020)

From: Michelle Phillips <timestribuneeditor@newspubinc.com>

Sent: Thursday, October 18, 2018 11:22 AM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Tariffs

Hi Bill,

You and I spoke several months ago when I was working on a story about planting in the cold spring.

Now we are working on a story about the federal tariffs and their affect on farmers in WI. Could you put my in contact with someone or someones? I would like to include cheese, cranberries, ginseng and paper products if possible, and of course anything else you can think of.

Also, can you please put me on your media contact list?

Thanks for your help.

Michelle

From: [Lu, Jennifer Y - DATCP](#)
To: [Ginseng Board](#)
Cc: [Cosh, William - DATCP](#); [Heinemann, Jack A - DATCP](#)
Subject: Re: ginseng and china tariff
Date: Thursday, April 5, 2018 6:10:41 PM
Attachments: [attachment 1.pdf](#)
[ATT00001.htm](#)

Michelle,

Not sure if you have a chance to review this latest list.

See attached.

From: [Lu, Jennifer Y - DATCP](#)
To: [Ginseng Board](#)
Cc: [Cosh, William - DATCP](#); [Heinemann, Jack A - DATCP](#)
Subject: Re: ginseng and china tariff
Date: Thursday, April 5, 2018 3:00:36 PM
Attachments: [attachment 1.pdf](#)
[ATT00001.htm](#)

Subject: Re: ginseng and china tariff
Date: Thursday, April 5, 2018 3:00:36 PM

Page 1 THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY -
Date: GAIN Report Number: Post: Report Categories: Approved By: Prepared By: Report Highlights:
On March 23, 2018, the People's Republic of China's Ministry of Commerce (MOFCOM) announced a proposal to levy retaliatory tariffs impacting approximately \$2.0 billion in U.S. food and agricultural exports to China in response to the recent U.S. 232 Trade Action on steel and aluminum. The products subject to this proposed increase in tariffs include pork and pork products, horticultural products, wine, American ginseng, and denatured ethanol. Interested domestic parties have until March 31, 2018 to comment or submit additional information to MOFCOM's Trade Relief and Investigation Bureau regarding these countermeasures. This GAIN report contains unofficial translations of the MOFCOM announcement, including a translated table of the products subject to these proposed tariff increases, and a statement from the MOFCOM Spokesperson concerning the announcement. Gene Kim and Abraham Inouye Michael Ward Trade Policy Monitoring China Targets U.S. Agriculture in Response to U.S. Trade Actions Beijing China - Peoples Republic of CH18012 3/23/2018 Public Voluntary Page 2 General Information:
Introduction: This report summarizes an announcement titled "Notice by the Ministry of Commerce on Public Consultation regarding the U.S. 232 Measures on Imported Steel and Aluminum Products and Chinese Countermeasures" published on the People's Republic of China's MOFCOM website on March 23, 2018.
Announcement Link: <http://www.mofcom.gov.cn/article/au/ao/201803/20180302722670.shtml> Disclaimer: This summary is based on a cursory review of the subject announcement and therefore should not, under any circumstances, be viewed as a definitive reading of the MOFCOM announcement, or of its implications for U.S. agricultural export trade interests. In the event of a discrepancy or discrepancies between this summary and the complete announcement as published in Mandarin, the latter shall prevail. Executive Summary: On March 23, at 7:00 am local time, China's Ministry of Commerce (MOFCOM) published a proposal to increase tariffs on a targeted set of U.S. exports. MOFCOM stated that these tariffs were intended to balance the losses caused to Chinese interests as a result of the U.S. 232 Trade Action on steel and aluminum. MOFCOM stated that it proposed these measures based on the World Trade Organization (WTO) Agreement on Safeguard Measures and the Foreign Trade Law of the People's Republic of China. MOFCOM announced that it is soliciting written opinions and suggestions from "relevant domestic departments, local governments, business associations, companies, and citizens" regarding both the U.S. 232 Trade Action and China's proposed countermeasures. This solicitation period is scheduled to end on March 31, 2018. Product Scope: The proposed tariff increases will impact approximately \$2.0 billion in U.S. food and agricultural exports to China, identified by their HS-6 digit tariff codes. The majority of the products targeted by China are food and agricultural products, accounting for 105 out of the 128 tariff codes; specifically targeted in this announcement are pork and pork products, horticultural products such as fruit (both fresh and dried) and tree nut products, American ginseng, wine, and denatured ethanol. MOFCOM's announcement divides the products into two groups. The first group includes 120 products and the proposed additional tariff is 15 percent. The second group includes another 8 products and the proposed additional tariff is 25 percent. (See the attached list.) These tariffs will be applied in addition to existing tariffs on an ad valorem basis for cost of goods, insurance, and freight (CIF) values. (For example, if Product A is in the first group, with a Page 3 current tariff level of 10 percent, the proposed tariff level after this increase would be 25 percent.) Timing: In the March 23, 2018 announcement, MOFCOM did not specifically state when it will begin applying these additional tariffs. It is important to note that the application of these additional tariffs is not necessarily dependent on MOFCOM's solicitation for comments. China's General Administration of Customs will also make a public announcement indicating when the additional tariffs will enter into force. See the translated remarks from a MOFCOM Spokesperson at the end of this report. For More Information, Please Email: AgBeijing@usda.gov
Useful Government of China Web Sites: China's equivalent of the U.S. Department of Commerce is MOFCOM. Additional information can be found at: <http://english.mofcom.gov.cn/>. China's equivalent of the U.S. Customs and Border Protection Service is the General Administration of Customs. Additional information can be found at: <http://english.customs.gov.cn/>. Page 4 BEGIN UNOFFICIAL TRANSLATION Notice by the Ministry of Commerce on Public Consultation regarding the U.S. 232 Measures on Imported Steel and Aluminum Products and Chinese Countermeasures On March 8, 2018, U.S. President Trump signed an announcement confirming that imported steel and aluminum products threaten U.S. national security. He decided to impose a tax on all imported steel and aluminum products (i.e., 232 measures) beginning March 23. The tax rates are 25% and 10%, respectively. The U.S. measures violate the relevant WTO rules and do not satisfy the requirements of the "national security

exemption." It actually constitutes a protectionist trade measure and seriously violates the interests of China. In order to effectively protect China's interests, China intends to suspend substantive equivalent concessions and other obligations to the United States, in accordance with the relevant provisions of the WTO Agreement on Safeguard Measures and the Foreign Trade Law of the People's Republic of China, that is, to add tariffs on certain products imported from the United States in order to balance the losses to our country caused by the 232 measures (list of products attached). Relevant domestic departments, local governments, business associations, companies, and citizens who have opinions and suggestions on the U.S. 232 measures and China's proposed countermeasures, should please provide relevant written materials to the Trade Remedy and Investigation Bureau of the Ministry of Commerce before March 31, 2018. Contact Person: Deng Jun, Li Xie Telephone: 010-85093407, 010-65198721 Fax: 010-65198497 E-mail: trb@mofcom.gov.cn Mailing Address: No. 2 East Chang'an Street, Trade Remedy and Investigation Bureau of the Ministry of Commerce of the People's Republic of China, Beijing Post Code: 100731

Attachment: Suspended Concessions Product List Group One Serial No. HS Code Commodity Category I. Fresh fruits, dry fruits and nuts products 1 08011100 Desiccated coconut 2 08011200 Coconuts, in the inner shell 3 08011990 Coconuts, other 4 08012100 Brazil nuts, in shell 5 08012200 Brazil nuts, shelled 6 08013100 Cashew nuts, in shell 7 08013200 Cashew nuts, shelled 8 08021100 Semen amygdalae, in shell Page 5 9 08021200 Semen amygdalae, shelled 10 08022100 Hazelnuts, in shell 11 08022200 Hazelnuts, shelled 12 08023100 Walnuts, in shell 13 08023200 Walnuts, shelled 14 08024110 Chinese chestnuts, in shell 15 08024290 Chestnuts, other 16 08025100 Pistachios, in shell 17 08025200 Pistachios, shelled 18 08026190 Macadamia nuts in shell, other 19 08026200 Macadamia nuts, shelled 20 08028000 Areca nut 21 08029030 Pine nuts, shelled 22 08029090 Other, unlisted fresh or dry nuts 23 08031000 Plantains, fresh or dried 24 08039000 Other bananas, fresh or dried 25 08041000 Dates, fresh or dried 26 08042000 Figs, fresh or dried 27 08043000 Pineapples, fresh or dried 28 08044000 Avocados, fresh or dried 29 08045010 Guavas, fresh or dried 30 08045020 Mangoes, fresh or dried 31 08045030 Mangosteens, fresh or dried 32 08051000 Oranges, fresh or dried 33 08052190 Other mandarins (including tangerines and satsumas) 34 08052200 Clementines 35 08052900 Other wilkings and similar citrus hybrids 36 08054000 Grapefruit, including pomelos 37 08055000 Lemons and limes 38 08059000 Other unlisted citrus fruits 39 08061000 Grapes, fresh 40 08062000 Grapes, dried 41 08071100 Watermelons, fresh 42 08071910 Hami melons, fresh 43 08072000 Papayas, fresh 44 08081000 Apples, fresh 45 08083010 Ya pears and snowy pear white, fresh 46 08083090 Other pears, fresh 47 08092100 Sour cherries, fresh 48 08092900 Other cherries, fresh 49 08093000 Peaches, including nectarines, fresh 50 08094000 Plums and sloes, fresh 51 08101000 Strawberries, fresh Page 6 52 08102000 Raspberries, blackberries, mulberries and loganberries, fresh 53 08104000 Cranberries, bilberries and other fruits of the genus, fresh 54 08105000 Kiwifruit, fresh 55 08106000 Durian, fresh 56 08107000 Persimmons, fresh 57 08109010 Lychee, fresh 58 08109030 Longan, fresh 59 08109040 Rambutan, fresh 60 08109050 Sugar apple, fresh 61 08109060 Carambola, fresh 62 08109070 Wax apple, fresh 63 08109080 Dragon fruit, fresh 64 08109090 Other unlisted fresh fruits 65 08111000 Strawberries, frozen 66 08112000 Raspberries, blackberries, mulberries, loganberries and gooseberries, frozen 67 08119090 Other unlisted frozen fruits and nuts 68 08121000 Cherries, provisionally preserved 69 08129000 Other provisionally preserved fruits and nuts 70 08131000 Apricots, dried 71 08132000 Prunes, dried 72 08133000 Apples, dried 73 08134010 Longans and longan pulps, dried 74 08134020 Persimmons, dried 75 08134030 Red jujubes, dried 76 08134040 Preserved litchi 77 08134090 Other unlisted dried fruits 78 08135000 Mixtures of nuts or dried fruits Category II Wine 79 22041000 Sparkling wine 80 22042100 Other wine or grape must with fermentation prevented or arrested by the addition of alcohol in containers holding 2L or less 81 22042200 Other wine or grape must with fermentation prevented or arrested by the addition of alcohol in containers holding more than 2L but not more than 10L 82 22042900 Other wine or grape must with fermentation prevented or arrested by the addition of alcohol in containers holding more than 10L 83 22043000 Other grape must Category III Modified ethanol 84 22072000 Ethyl alcohol and other spirits, denatured, of any strength Category IV American Ginseng 85 12112010 American ginseng 86 12112091 Other fresh ginseng 87 12112099 Other unlisted ginseng Page 7 Category V Seamless steel pipes 88 73041110 89 73041120 90 73041130 91 73041190 92 73041910 93 73041920 94 73041930 95 73041990 96 73042210 97 73042290 98 73042310 99 73042390 100 73042400 101 73042910 102 73042920 103 73042930 104 73043110 105 73043120 106 73043190 107 73043910 108 73043920 109 73043990 110 73044110 111 73044190 102 73044910 103 73044990 104 73045110 105 73045120 106 73045190 107 73045910 108 73045920 109 73045990 110 73049000 111 73043910 Page 8 112 73043920 113 73043990 114 73044110 115 73044190 116 73044910 117 73044990 118 73045110 119 73045120 120 73045190 Group Two Category VI Pork and pork products 121 02031200 Hams, shoulders and cuts thereof, with bone in, fresh or chilled 122 02031900 Other meat of swine, fresh or chilled 123 02032190 Other meat of swine, carcasses and half-carcasses, frozen 124 02032200 Hams, shoulders and cuts thereof, with bone in, frozen 125 02032900 Other meat of swine, frozen 126 02064100 Livers, frozen 127 02064900 Other edible offal of swine, frozen Category VII Recycled aluminum 128 76020000

Page 9 Statement by the Ministry of Commerce Spokesperson on China's release of the list of suspended

concessions in response to U.S. 232 measures on imported steel and aluminum products Mandarin link: <http://www.mofcom.gov.cn/article/ae/ag/201803/20180302722664.shtml> On March 23, 2018, the Ministry of Commerce issued a list of suspended concessions in response to U.S. 232 measures on imports of steel and aluminum products and solicited public opinion regarding the intention to impose tariffs on certain products imported from the United States, in order to balance the losses to Chinese interests from the tariffs imposed on aluminum. The Ministry of Commerce Spokesperson made the following statement: This list tentatively contains 7 categories and 128 taxed products. Based on 2017 statistics, this list involves U.S. exports to China of about \$3 billion USD. The first part (of the list) covers a total of 120 taxed products involving \$977 million USD in U.S. exports to China, including fresh fruit, dried fruit and nut products, wine, denatured ethanol, American ginseng, and seamless steel pipes, and is anticipated to be levied an additional 15% tariff. The second part covers a total of eight taxed products involving \$1.992 billion USD of U.S. exports to China, including pork and pork products, recycled aluminum, etc., and is anticipated to be levied an additional 25% tariff. The United States imposition of 25% and 10% tariffs on imported steel and aluminum products on the grounds of “national security” actually constitutes a protectionist trade measure. In accordance with the relevant provisions of the WTO Agreement on Safeguard Measures, China has formulated a list of suspended concessions. If China and the United States fail to reach an agreement on trade compensation within a specified time, China will exercise its right to suspend concessions on the first part of the product (list); China will implement the second part of the list after further evaluating the impact of the U.S. measures on China. China reserves the right to adjust measures based on actual conditions and will implement the necessary procedures in accordance with relevant WTO rules. The United States' action of restricting imports based on "national security" has severely damaged the multilateral trade system represented by the WTO and seriously interfered with the normal international trade order. This action has been opposed by many WTO members. The Chinese side has also negotiated with the United States through multiple levels and channels, and will take legal actions under the WTO framework with other WTO members to jointly maintain the stability and authority of the multilateral trade rules. As the world's two largest economies, the only correct choice is cooperation between China and the United States. China hopes that both sides proceed from the overall interests of China and the United States, work toward each other, focus on cooperation, control differences, and jointly promote the healthy and stable development of China-U.S. economic and trade relations. China urges the United States to resolve China's concerns as soon as possible, resolve differences through dialogue and consultation, and avoid harming the overall situation of China-U.S. cooperation. END UNOFFICIAL TRANSLATION

Subject: Re: ginseng and china tariff
Date: Thursday, April 5, 2018 6:10:41 PM

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY - Date: GAIN Report Number: Post: Report Categories: Approved By: Prepared By: Report Highlights: On April 4, 2018, the People's Republic of China's Ministry of Commerce (MOFCOM) and Ministry of Finance (MOF) separately announced a proposal to levy retaliatory tariffs of 25 percent impacting approximately \$16.5 billion in Chinese imports of agricultural and food products from the United States. The announcement is in response to the recent U.S. announcement of proposed U.S. tariffs on Chinese imports as a result of the U.S. 301 Investigation into the forced transfer of U.S. technology and intellectual property. China's proposed tariff increases in response to the U.S. 301 Trade Action target U.S. soybeans, corn and corn products, wheat, sorghum, cotton, beef and beef products, cranberries, orange juice, and tobacco and tobacco products. The announcement did not include a comment period and does not indicate a date of implementation. This GAIN report contains unofficial translations of announcements from MOFCOM and the Ministry of Finance, including a translated table of the products subject to these proposed tariff increases. AgBeijing Staff Bruce Zanin Trade Policy Monitoring China Responds to U.S. Section 301 Trade Action Announcement Beijing China - Peoples Republic of CH18018 4/4/2018 Public Voluntary Executive Summary: On April 4, 2018, at 3:45pm local time, China's Ministry of Commerce (MOFCOM) published a proposal to increase tariffs on a targeted set of U.S. exports. MOFCOM stated that these tariffs were intended to safeguard China's "legitimate rights and interests." Soon after, China's Ministry of Finance stated the manner in which duties on certain U.S. products would be calculated. Product Scope The proposed tariff increases will impact approximately \$16.5 billion in Chinese agriculture and food imports from the United States, identified by their HS-8 digit tariff codes. Approximately one-third of the products targeted by China are food and agricultural products, totaling 33 out of 106 tariff codes, primarily targeting soybeans, corn and corn products, wheat, sorghum, cotton, beef and beef products, cranberries, orange juice, and tobacco and tobacco products. The MOFCOM announcement states that they are retaliating against \$50.0 billion in U.S. tariffs proposed as a result of the findings of the USTR 301 investigation into the forced transfer of U.S. technology and intellectual property. Timing In the April 4, 2018 announcement, MOFCOM did not state when the additional tariffs will enter into force. For More Information please email: AgBeijing@usda.gov Useful Government of China Web Sites: China's equivalent of the U.S. Department of Commerce is MOFCOM. Additional information can be found at: <http://english.mofcom.gov.cn/>. China's equivalent of the U.S. Department of Treasury is the Ministry of Finance. Additional information can be found at: <http://www.mof.gov.cn/> Introduction: This report provides unofficial translations of two announcements. The first titled "2018 No. 34 Announcement of the Ministry of Commerce of the People's Republic of China" published on the MOFCOM's website on April 4, 2018. The second titled "The State Council Tariff Committee (SCTC) Notice on Imposing Additional Tariffs on Certain Imported Commodities Originating from the United States" published on the Ministry of Finance's website on April 4, 2018. Announcement Link: <http://www.mofcom.gov.cn/article/au/ao/201803/20180302722670.shtml> Disclaimer: This summary is based on a cursory review of the subject announcement and therefore should not, under any circumstances, be viewed as a definitive reading of the regulation in question, or of its implications for U.S. agricultural export trade interests. In the event of a discrepancy or discrepancies between this summary and the complete regulation or announcement as published in Mandarin, the latter shall prevail. BEGIN UNOFFICIAL TRANSLATION Ministry of Commerce On April 3, 2018, U.S. time, based on the results of the unilateral findings of the 301 investigation, the U.S. government announced that it would impose a 25 percent tariff on imported products origin from China. Approximately US\$50 billion of Chinese exports to the United States is involved. The U.S. measure clearly violates the relevant rules of the World Trade Organization, seriously violates China's legitimate rights and interests under the rules of the World Trade Organization, and threatens China's economic interests and security. In response to the emergency caused by the U.S. violation of international obligations to China, and in order to safeguard China's legitimate rights, the Chinese government will equivalently take measures to impose additional tariff on imported products origin from the United States, including agricultural products such as soybean, automobiles, chemicals, airplanes, etc. in accordance with laws and regulations of the Foreign Trade Law of the People's Republic of China and other basic principles of international law. The duty rate is 25 percent. Approximately \$50 billion of China's imports from the United States in 2017 will be involved (see attachments for details). The final measure and effective date will be announced separately. Attachment: <http://images.mofcom.gov.cn/www/201804/20180404161059682.pdf> END UNOFFICIAL TRANSLATION China's Announcement on Proposed Tariffs on U.S. Exports of Agriculture and Food Products Announced on April

4, 2018 Serial No. HS Code Mandarin Product Description Commodity Product Description 1 Current Tariff (MFN) (%) Proposed New Applied Tariff (%) 1 12019010 黄大豆 Yellow soybeans 3 28 2 12019020 黑大豆 Black soybeans 3 28 3 10059000 其他玉米 Other corn 1 (inquota), 65 (outquota) 26 (inquota), 90 (outquota) 4 11022000 玉米细粉 Corn flour 9 (in-quota), 40 (out-quota) 34 (inquota), 65 (outquota) 5 52010000 未梳的棉花 Cotton, not carded or combed 1 (inquota), 40 (outquota) 26 (inquota), 65 (outquota) 6 14042000 棉短绒 Cotton linters 4 29 7 10079000 其他高粱 Other grain sorghum 2 27 8 23033000 酿造及蒸馏过程中的糟粕及残渣 Brewing or distilling dregs and waste 2 5 30 9 10011900 其他硬粒小麦 Other durum wheat 1 (inquota), 65 (out-quota) 26 (in-quota), 90 (out-quota) 10 10019900 其他小麦及混合麦 Other wheat and meslin 1 (inquota), 65 (out-quota) 26 (inquota), 90 (out-quota) 11 02011000 整头及半头鲜冷牛肉 Meat of bovine animals, carcasses and half-carcasses, fresh or chilled 12 37 12 02012000 鲜冷的带骨牛肉 Meat of bovine animals, other cuts with bone in, fresh or chilled 12 37 13 02013000 鲜冷的去骨牛肉 Meat of bovine animals, boneless, fresh or chilled 12 37 14 02021000 冻的整头及半头牛肉 Meat of bovine animals, carcasses and half-carcasses, 12 37 frozen 15 02022000 冻的带骨牛肉 Meat of bovine animals, other cuts with bone in, frozen 12 37 16 02023000 冻的去骨牛肉 Meat of bovine animals, boneless, frozen 12 37 17 02062900 其他冻牛杂碎 Other edible offal of bovine animals, fresh, chilled or frozen 12 37 18 20089300 用其他方法制作或保藏的蔓越橘 Cranberry (Vaccinium macrocarpon vaccinium oxycoccos, vaccinium vitisidaea) 15 40 19 20091100 冷冻的橙汁 Orange juice/frozen 7.5 32.5 20 20091200 非冷冻的,白利糖度值不超过20的橙汁 Orange juice/Not frozen, of a Brix value not exceeding 20 30 55 21 22083000 威士忌酒 Whiskies 10 35 Unmanufactured tobacco; tobacco refuse -tobacco, not stemmed/stripped 22 24011010 未去梗的烤烟 Not stemmed/stripped Tobacco/flue-cured 10 35 23 24011090 其他未去梗的烟草 Not stemmed/stripped Tobacco/other 10 35 24 24012010 部分或全部去梗的烤烟 Flue-cured tobacco 10 35 25 24012090 部分或全部去梗的其他烟草 Flue-cured tobacco/other 10 35 26 24013000 烟草废料 Tobacco, refuse 10 35 Cigars, cheroots, cigarillos and cigarettes, of tobacco or of tobacco substitutes 27 24021000 烟草制的雪茄烟 Cigars, cheroots and cigarillos containing tobacco 25 50 28 24022000 烟草制的卷烟 Cigarettes containing tobacco 25 50 29 24029000 烟草代用品制的雪茄烟及卷烟 Other tobacco 25 50 Other manufactured tobaccos or tobacco substitutes; homogenized or reconstituted tobacco; tobacco extracts and essences 30 24031100 本章子目注释所述的水烟料 Water pipe tobacco specified in subheading Note to this chapter 57 82 31 24031900 其他供吸用的烟草 Other tobacco 57 82 32 24039100 “均化”或“再造”烟草 “Homogenized” or “Reconstituted” tobacco 24039100*10 Reconstituted tobacco 40 65 24039100 90 Homogenized tobacco 57 82 33 24039900 其他烟草及烟草代用品的制品;烟草精汁 Other tobacco 57 82 Notes: 1 Commodity descriptions are for reference only. Please refer to corresponding HS codes in the Customs Import and Export Tariff of P.R. China for specific commodity scope. 2 U.S. brewing or distilling dregs and waste products are subject to additional anti-dumping duties ranging from 42.2 to 53.7 percent and countervailing duties ranging from 11.2 to 12 percent by exporter. BEGIN UNOFFICIAL TRANSLATION Ministry of Finance The State Council Tariff Committee (SCTC) Notice on Imposing Additional Tariffs on Certain Imported Commodities Originating from the United States On April 4, 2018, the United States government released a list of commodities subject to additional tariffs, imposing 25-percent additional tariffs on our 1,333 items of [Chinese] commodities worth 50 billion U.S. dollars exported to the United States. This U.S. measure violates WTO rules, seriously infringes China’s legitimate rights, and threatens our country’s development interests. According to our rights and obligations under the WTO, and relevant provisions of the People’s Republic of China’s Foreign Trade Law and the People’s Republic of China’s Import and Export Tariff Regulations, upon the State Council approval, the State Council Tariff Commission decided to impose a 25-percent additional duty on 106 items within 14 categories of commodities originated from the United States, including soybeans, automobiles, and chemical products. Relevant matters are as follows: 1. The commodities subject to additional tariff are 106 items in 14 categories including soybeans, automobiles, chemicals etc. The scope of taxation is detailed in the attached table. 2. For the imported products listed in the attached form originating in the United States, a 25- percent tariff shall be imposed on the basis of the current taxation method and the applicable tariff rate. The current policy on bonded and tax-exemption shall not change (The tariff imposed shall not be waived). 3. The import tax calculation formula after imposing additional tariffs: $Tariff = \text{duty paid price} \times (\text{current applicable tariff rate} + \text{imposed additional tariff rate})$ Import consumption tax on value based tariff commodity = import consumption tax calculation price \times consumption tax proportional tax rate Import consumption tax on compound based tariff commodity = import consumption tax calculation price \times consumption tax proportional tax rate +import quantity \times consumption fixed tax rate Import consumption tax price on value based tariff commodity = $(\text{tariff duty price} + \text{tariff}) \div (1 - \text{consumption proportional tax rate})$ Import consumption tax price on compound based tariff commodity = $(\text{tariff duty price} + \text{tariff} + \text{import quantity} \times \text{consumption tax fixed tax rate}) \div (1 - \text{consumption proportional tax rate})$ Import VAT = Import VAT price \times import VAT tax rate Import VAT taxation price = Duty paid price + Customs Duty + Import consumption tax 4. The implementation time will be announced separately. Attachment: List of commodities originating in the U.S. that are subject to additional duties Link:

<http://www.mof.gov.cn/zhengwuxinxi/caizhengxinwen/201804/P020180404563987180985.xlsx> END

UNOFFICIAL TRANSLATION

From: [Lu, Jennifer Y - DATCP](#)
To: [Cosh, William - DATCP](#); [Gilson, Donna J - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#)
Subject: RE: hello from the wall street journal: questions for bill cosh
Date: Thursday, April 19, 2018 10:59:02 AM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)

Bill,

The journal staff should talk to the Board, the Ginseng and Herb Coop, and a farmer. Here is the contacts:

Board:

Jackie Fett | Executive/Marketing Director
Ginseng Board of Wisconsin | 715-443-2444
www.ginsengboard.com

email: jackie@ginsengboard.com

COOP: Jeff Lewis

General Manager
Ginseng & Herb Co-op
(715) 443-3355

Email: jefflewisghc@charter.net

<http://www.ginsengherbco-op.com/>

Farmer and a company owner:

Dr. Ming Tao Jiang Marathon Ginseng
4613 Camp Phillips Road, Weston, WI 54476
Customer Service:715-5712426

Wechat:Marathon_Ginseng

QQ:893601953

Http:// MarathonGinseng.com

As with DATCP's help to the ginseng industry on this matter, DATCP is working with USDA trade office in China to find a solution. Jack and I will be traveling to China for a dairy show in Harbin China leaving on Saturday. We have scheduled a meeting with USDA Ag Trade Office next Monday morning to discuss this issue.

Jennifer

From: Cosh, William - DATCP

Sent: Thursday, April 19, 2018 9:49 AM

To: Lu, Jennifer Y - DATCP ; Gilson, Donna J - DATCP

Subject: FW: hello from the wall street journal: questions for bill cosh

Hi Jennifer,

I just wanted to check in with you on the questions below. Thanks.

Bill

From: Gilson, Donna J - DATCP

Sent: Thursday, April 19, 2018 9:48 AM

To: Yap, Chuin-Wei <chuin-wei.yap@wsj.com>; Cosh, William - DATCP
<William2.Cosh@wisconsin.gov>

Subject: RE: hello from the wall street journal: questions for bill cosh

Mr. Yap,

Thank you. I've cc'd Bill Cosh on this message. He'll help you out.

Donna

Donna Gilson

Communication specialist, Agricultural Resource Management Division

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5130

Fax: 608-224-5034

donna.gilson@wi.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!



From: Yap, Chuin-Wei <chuin-wei.yap@wsj.com>

Sent: Thursday, April 19, 2018 9:25 AM

To: Gilson, Donna J - DATCP <Donna.Gilson@wisconsin.gov>

Subject: hello from the wall street journal: questions for bill cosh

Hi Donna,

Thanks for guiding me on who to get a response from on this.

I'm Chuin-Wei, a reporter with the Wall Street Journal, based in Hong Kong. I'm putting together an article on American exports of ginseng to China, and the impact on it from recent developments in international trade.

With China's recent 15% tariff on ginseng, among other agricultural commodities, we at the Journal are trying to get a sense of how this filters down to American farmers caught in the middle.

I'd like to ask these two questions:

1/ What effects is this tariff likely to have on Marathon and surrounding areas that have built their community around the ginseng trade and its globalization? Do you see economic conditions there likely deteriorating as a result, and what might be done to ease the impact?

2/ How are you guys planning to respond to the Chinese tariffs?

Thanks so much. Grateful if Bill or anyone else calls me back, or email would be fine too. Basically, just trying to get a sense of what the department sees on the horizon, and how it might respond.

Best,

Chuin-Wei

M: [+852 5685-8220](tel:+85256858220)

E: chuin-wei.yap@wsj.com

P.S. By way of background, I'm ethnically Chinese - from Singapore - and worked for a decade in the U.S. in journalism before moving to Beijing and then Hong Kong with the Wall Street Journal. Ginseng has always been a part of my childhood, and I am thankful for it.

--

Chuin-Wei Yap 叶雋暉

The Wall Street Journal | 华尔街日报

Dir: [+852 2832-2308](tel:+85228322308)

Mob: [+852 5685-8220](tel:+85256858220)

chuin-wei.yap@wsj.com

Twitter @YapCW

From: [Stamm, Christine A - DATCP](#)
To: [Cosh, William - DATCP](#); [Moll, Keeley A - DATCP](#); [Andre, Ashley K - DATCP](#)
Subject: RE: Inquiry from WISN/UpFront
Date: Friday, June 1, 2018 11:40:00 AM

Bill,

Would you please let them know that due to her schedule, the Secretary is not able to interview on Friday June 8.

Thank you,
Christine

From: Cosh, William - DATCP
Sent: Friday, June 1, 2018 9:51 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>
Subject: FW: Inquiry from WISN/UpFront

We received the following request.

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Macdonald, Susan <smacdonald@hearst.com>
Sent: Friday, June 1, 2018 9:50 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Inquiry from WISN/UpFront

Hi Bill,

Any chance Sec. Harsdorf could join us on "UpFront" next week, on Friday June 8, to discuss tariffs and the effect on state ag? Thanks for the consideration.

Best Regards,

Susan MacDonald
Executive producer "UpFront with Mike Gousha"



wisn.com **MOVIES**
MILWAUKEE

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From: [Stamm, Christine A - DATCP](#)
To: "[Martens, Bill](#)"; [Cosh, William - DATCP](#)
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.
Date: Wednesday, July 11, 2018 9:08:00 AM

Bill,

Yes, the Secretary will be available for the interview this afternoon. Thank you for the updated information!

Best,
Christine

From: Martens, Bill <bill.martens@wpr.org>
Sent: Tuesday, July 10, 2018 3:19 PM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Oh, and Judith Siers-Poisson will be doing the interview instead of Rob. I didn't realize when I first reached out to you that Rob was going to be off.

Bill Martens | Producer/Director of "Central Time" | Wisconsin Public Radio
821 University Ave., Madison, WI 53706 | (608) 265-4547 | www.wpr.org/centraltime

From: Martens, Bill
Sent: Tuesday, July 10, 2018 2:07 PM
To: 'Stamm, Christine A - DATCP' <Christine.Stamm@wisconsin.gov>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Hi, Christine.

Just making sure we're still good to go for tomorrow's interview with Sec. Harsdorf. We'll also want to talk to her about tariffs and the effect they could have on Wisconsin farmers and growers.

Thanks.

Bill Martens | Producer/Director of "Central Time" | Wisconsin Public Radio
821 University Ave., Madison, WI 53706 | (608) 265-4547 | www.wpr.org/centraltime

From: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Sent: Tuesday, July 3, 2018 10:55 AM
To: Martens, Bill <bill.martens@wpr.org>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Bill,
If you should need to reach out to us – please dial 608-224-5015.

Thank you!
Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Martens, Bill <bill.martens@wpr.org>
Sent: Tuesday, July 3, 2018 10:45 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Cc: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Excellent. Thank you very much.

She can call us at (608) 262-8402; backup is (608) 262-8704. Please have her call at about 3:42. If our phones don't ring by 3:44, at which number can we reach her – or somebody who can quickly get a hold of her?

I'll reconfirm all these details with you either next Tuesday or Wednesday morning.

Have a great 4th!

Bill Martens | Producer/Director of "Central Time" | Wisconsin Public Radio
821 University Ave., Madison, WI 53706 | (608) 265-4547 | www.wpr.org/centraltime

From: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Sent: Tuesday, July 3, 2018 10:43 AM
To: Martens, Bill <bill.martens@wpr.org>
Cc: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: RE: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Good Morning Bill,

I want to confirm for Wednesday, July 11 at 3:45 p.m. The Secretary will call in from her office. What phone number should we call?

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Martens, Bill <bill.martens@wpr.org>
Sent: Friday, June 29, 2018 1:43 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Interview request from Wis. Public Radio - Wed., July 11, 3:45-4 p.m.

Hello, Bill.

Bill Martens here from "Central Time" on Wis. Public Radio, our live afternoon-drive statewide call-in program. I'm wondering if Sec. Harsdorf would be free to join us on our show on Wed., July 11 from 3:45-4 p.m. We want to talk about why people should visit fairs this summer. I saw the release this morning:

https://content.govdelivery.com/attachments/WIDATCP/2018/06/29/file_attachments/1032127/WisconsinFairs2018a.pdf

This would consist of questions from our host, Rob Ferrett. She can join us in our studio on the UW-Madison campus, via Skype or by phone – landline preferred, but not required.

Please let me know at your earliest convenience whether she can help us out and thanks very much for your assistance.

Bill Martens | Producer/Director of "Central Time" | Wisconsin Public Radio
821 University Ave., Madison, WI 53706 | (608) 265-4547 | www.wpr.org/centraltime

From: [Lu, Jennifer Y - DATCP](#)
To: [Cosh, William - DATCP](#); [Gegare, Debbie E - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: RE: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 4:24:16 PM

I also suggest they talk to GHC, whose representatives just returned from China last week as this trade war started when we were there during the wood mission. Here is the contact:

Jeff Lewis
General Manager
Ginseng & Herb Co-op
(715) 443-3355

From: Lu, Jennifer Y - DATCP
Sent: Friday, April 6, 2018 3:21 PM
To: Cosh, William - DATCP ; Gegare, Debbie E - DATCP
Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP
Subject: RE: Media inquiry from the Washington Post re: ginseng

Here is some info for your consideration to pass along:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

Best regards,
Jennifer Lu
International Agri-Business Center
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive, Madison, WI 53708-8911
Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP
Sent: Friday, April 6, 2018 2:44 PM
To: Gegare, Debbie E - DATCP ; Lu, Jennifer Y - DATCP

Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP
Subject: FW: Media inquiry from the Washington Post re: ginseng
Debbie and Jennifer,
Would you have any of the following?
Bill

From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Media inquiry from the Washington Post re: ginseng

Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Lu, Jennifer Y - DATCP](#)
To: [Cosh, William - DATCP](#); [Gegare, Debbie E - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: RE: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 4:21:28 PM

Here is some info for your consideration to pass along:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

Best regards,

Jennifer Lu

International Agri-Business Center

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison, WI 53708-8911

Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP

Sent: Friday, April 6, 2018 2:44 PM

To: Gegare, Debbie E - DATCP ; Lu, Jennifer Y - DATCP

Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP

Subject: FW: Media inquiry from the Washington Post re: ginseng

Debbie and Jennifer,

Would you have any of the following?

Bill

From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: Media inquiry from the Washington Post re: ginseng

Hey Bill,

My name is Caitlin Dewey and I'm a reporter at the Washington Post. I'm working on a story about the

Wisconsin ginseng industry, tied to the Chinese tariffs, and wondered if you could point me toward any resources on how much the ginseng industry contributes to Wisconsin's economy, particularly in Marathon County and thereabouts. I also wondered if you had any up-to-date information on ginseng acreage and production in Wisconsin, and the value of the crop.

I'm in touch with the Ginseng Board as well, but want to make sure I cover all my bases! I'll be in Wausau on Monday to visit some farms.

Please let me know when you get a chance. And thanks,

Caitlin

--

Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Lu, Jennifer Y - DATCP](#)
To: [Cosh, William - DATCP](#); [Gegare, Debbie E - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: RE: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 4:21:28 PM

Here is some info for your consideration to pass along:

- \$22,626,339 ginseng exported to China in 2017 from the U.S., 45% increase from \$15,586,684 in 2016.
- \$14 million ginseng were exported to China from Wisconsin (number one in the nation), 16% increase from \$12 million in 2016. Mostly was from Marathon county, capital of American ginseng.
- Wisconsin produces about 95 percent of the American ginseng grown in the U.S. mostly in Marathon County.
- Wisconsin Ginseng is prized for being the highest-quality in the world.
- Although the number of ginseng producers in Wisconsin is small compared to other agriculture industries, we are proud that ginseng makes Wisconsin stand out as a diversified agricultural state. It also creates jobs in related fields, such as farm equipment, fertilizers and transportation.
- Ginseng is prized by the Chinese people around the world. For that reason, we give ginseng as state official gifts to Chinese visitors and we are proud that this makes Wisconsin special from other states.
- DATCP works with the ginseng industry to ensure the high standard of Wisconsin ginseng production and to maintain our ginseng growing foundation in the state.

Best regards,

Jennifer Lu

International Agri-Business Center

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison, WI 53708-8911

Office Phone: 608 224 5102 Email: jennifer.lu@wi.gov Cell: 608 347 1852

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From: Cosh, William - DATCP

Sent: Friday, April 6, 2018 2:44 PM

To: Gegare, Debbie E - DATCP ; Lu, Jennifer Y - DATCP

Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP

Subject: FW: Media inquiry from the Washington Post re: ginseng

Debbie and Jennifer,

Would you have any of the following?

Bill

From: Dewey, Caitlin [<mailto:Caitlin.Dewey@washpost.com>]

Sent: Friday, April 6, 2018 2:41 PM

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The Washington Post

@caitlindewey // 202-430-8454

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To: [Cosh, William - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: RE: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 3:53:26 PM

Bill,

I have that information, but so does the GBW. I would need to look it up as I don't have it readily available.

Debbie Gegare

Program Manager, Market Orders, Cultivated Ginseng and County Fairs

From: Cosh, William - DATCP
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Cc: [Heinemann, Jack A - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: RE: Media inquiry from the Washington Post re: ginseng
Date: Friday, April 6, 2018 4:24:16 PM

I also suggest they talk to GHC, whose representatives just returned from China last week as this trade war started when we were there during the wood mission. Here is the contact:

Jeff Lewis
General Manager
Ginseng & Herb Co-op
(715) 443-3355

From: Lu, Jennifer Y - DATCP
Sent: Friday, April 6, 2018 3:21 PM
To: Cosh, William - DATCP ; Gegare, Debbie E - DATCP
Cc: Heinemann, Jack A - DATCP ; Hummell, Richard P - DATCP
Subject: RE: Media inquiry from the Washington Post re: ginseng

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Jennifer Lu
International Agri-Business Center
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive, Madison, WI 53708-8911
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Please let me know when you get a chance. And thanks,

Caitlin

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Caitlin Dewey

The Washington Post

@caitlindewey // 202-430-8454

From: [Frances Kuo](#)
To: [Hummell, Richard P - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Cosh, William - DATCP](#)
Subject: RE: media inquiry
Date: Tuesday, May 15, 2018 3:19:06 PM

Hi Mr. Hummell,

Thanks for getting back to me. I still need to pitch this story to the bosses, so there isn't a strict deadline on it. I just wanted to reach out to you first to see if there would be a possibility for an interview.

Some general talking points are:

- Possible effects of tariffs proposal on cheese export industry to China
- How the cheese export industry to China has evolved and its status now
- How cheese is marketed to China (for example, Chinese tend to be lactose intolerant, so do they favor certain cheeses over others)?
- Your relationships with China i.e. trips to China, meetings with Chinese officials, etc. – What have you discussed?
- Future of cheese export industry to China

Thanks very much,

Frances

From: Hummell, Richard P - DATCP [mailto:Richard.Hummell@wisconsin.gov]
Sent: Wednesday, May 16, 2018 3:07 AM
To: Frances Kuo
Cc: Heinemann, Jack A - DATCP; Cosh, William - DATCP
Subject: RE: media inquiry

Hi Frances,

I spoke with Jack Heinemann, director of DATCP's International Agribusiness Center, and he can be available for an interview. When are you thinking of doing the interview? Would you be visiting our office to do the interview?

Also, is it possible for you to forward me a potential list of questions you may have for Mr. Heinemann, so he can prepare for the interview?

Thank you,

Rick Hummell

Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection

Office: (608) 224-5041

Cell: (608) 999-1406

rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Frances Kuo
Sent: Wednesday, May 9, 2018 4:38 PM
To: Hummell, Richard P - DATCP
Subject: RE: media inquiry

Thanks, Mr. Hummell, for that information.

Would you or a representative from your office be available for an on-cam interview on this subject,

particularly the missions to China and the steady increase of exports to China? I don't have a tight deadline on this, but I wanted to see if this was possible before I pitched the story to my bosses.

Best,

Frances

From: Hummell, Richard P - DATCP [<mailto:Richard.Hummell@wisconsin.gov>]

Sent: Thursday, May 10, 2018 5:34 AM

To: Frances Kuo

Subject: FW: media inquiry

From: Hummell, Richard P - DATCP

Sent: Wednesday, May 9, 2018 4:25 PM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Cc: Albracht, Jerad - DATCP <Jerad.Albracht@wisconsin.gov>

Subject: RE: media inquiry

Dear Mr. Albracht,

I am a TV reporter with international/ Chinese broadcaster, CGTN America, in Washington, D.C. I am interested in doing a story about 1) how the threats of a trade war between China and the U.S. could affect Wisconsin's cheese exports to China; and 2) how China is becoming an expanding market for Wisconsin/ American cheese; 3) how Sartori has marketed to Chinese consumers.

I still need to pitch the story to my bosses but wanted to reach out to you first for your insight on this...

Thank you!

Frances

Hi Frances,

In answer to your inquiries:

1.Until specific changes are made to any trade agreements, it is premature and difficult to gauge how exports of Wisconsin cheese or any other products will be impacted. It is safe to say, however, that our goal is to grow and expand Wisconsin exports regardless of policies put in place as a result of any new trade agreements.

Research will be key to meeting the needs and desires of consumers around the world for agricultural products. Wisconsin is home to excellent research facilities and is known for its technical expertise.

DATCP's International Agribusiness Center staff offer support to farms and agribusinesses seeking to enter the international marketplace or grow their exports. Staff offer technical expertise, coordinate trade missions, host buyers missions and hold educational seminars.

Learn more at AgExporting.wi.gov.

Bottom line for agriculture

- Agriculture needs exports.
- Exports support farms, jobs and businesses here in Wisconsin.
- Agriculture relies on fair and transparent trade policies.
- Wisconsin agriculture can be competitive with any one as long as we're on a level playing field.
- Exports provide great opportunities and new markets for agriculture.

2. I am including an Excel spread sheet showing the steady increase in cheese exports from Wisconsin to China. In recent years, DATCP has led well over a half-dozen trade missions to China, including to numerous dairy expos. Please see the links below.

https://datcp.wi.gov/Pages/News_Media/ChinaDairyExpo2017.aspx

https://datcp.wi.gov/Pages/Programs_Services/ChinaTradeMission.aspx

https://datcp.wi.gov/Pages/Growing_WI/InternationalAgribusinessCalendar.aspx

3. We do not have any information regarding how Sartori has marketed to Chinese consumers.

Rick Hummell

Communications Specialist - Division of Agricultural Development

Wisconsin Department of Agriculture, Trade and Consumer Protection

Office: (608) 224-5041

Cell: (608) 999-1406

rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Albracht, Jerad - DATCP

Sent: Wednesday, May 9, 2018 1:46 PM

To: Hummell, Richard P - DATCP <Richard.Hummell@wisconsin.gov>

Cc: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: FW: media inquiry

Jerad Albracht

Senior Communications Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: 608-224-5007

jerad.albracht@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Frances Kuo <Frances.Kuo@CGTNAmerica.com>

Sent: Wednesday, May 9, 2018 1:45 PM

To: Albracht, Jerad - DATCP <Jerad.Albracht@wisconsin.gov>

Subject: media inquiry

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I still need to pitch the story to my bosses but wanted to reach out to you first for your insight on this...

Thank you!

Frances

FRANCES KUO | CORRESPONDENT/PRODUCER

CGTN AMERICA

I

phone **+1 202 393 1850 EXT. 1553**

email Frances.Kuo@cgtnamerica.com

website cgtm.com/america

social media [@cgtnamerica](#)

WATCH CGTN LIVESTREAM ON: cgtn.com/america/livenews

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From: [Jin Gao](#)
To: [Stamm, Christine A - DATCP](#)
Cc: [Harsdorf, Sheila E - DATCP](#); [Knigge, Krista M - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Jin Lyu](#); [Hongxia Wang](#)
Subject: Re: Meeting Proposal from the Chinese Embassy
Date: Tuesday, August 14, 2018 4:50:14 PM

Dear Christine,

I hope everything goes well with you! Thank you again for coordinating the meeting between Secretary Harsdorf and Counselor Lyu.

Counselor Lyu, Ms. Wang and I have traveled back to Washington DC late last week safely. We do appreciate the time that Ms. Secretary spared with us during our stay in Wisconsin, and the unique gifts! We are also very glad that Ms. Knigge and Ms. Lu could join the meeting. The conversation was very insightful and constructive, and we are very much looking forward to enhancing cooperation between our two sides!

Best Regards,

Jin Gao

Second Secretary, Policy Section
Embassy Of China In the United States
3505 International Place, NW Washington DC 20008
Tel.: 001-202-4952352
Fax: 001-202-3631408
www.china-embassy.org

On Fri, Aug 3, 2018 at 7:59 PM, Jin Gao <gaojincufe@gmail.com> wrote:

Hi Christine,

Thank you for the so detailed information.

The participants will be:

- Mr Jin Lyu (Counselor for economic policy and cooperation, Chinese Embassy in the US)
- Ms Hongxia Wang (First Secretary on business and commerce, Chinese Embassy in the US)
- Mr Jin Gao (Second Secretary, Chinese Embassy in the US)

We hope we could exchange views with Ms Secretary on China-US sub-national cooperation on agriculture related issues, what difficulties Wisconsin agricultural companies face when doing business in China and how to improve it.

Look forward to seeing you all and have a wonderful weekend.

Jin

GAO Jin
Second Secretary, Policy Section
Embassy Of China In the United States
3505 International Place, NW Washington DC 20008
Tel.: 001-202-4952352
Fax: 001-202-3631408
www.china-embassy.org

On Fri, Aug 3, 2018 at 1:10 PM, Stamm, Christine A - DATCP
<Christine.Stamm@wisconsin.gov> wrote:

Jin,

I am very pleased that we could coordinate this meeting. To confirm:

Date: Monday, August 6, 2018

Time: 9:00 am – 10:00 am

Location: Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP)
2811 Agriculture Drive, Madison WI 53718

Note: I personally feel that our building location and the building signage can be confusing. There are two state laboratory buildings on Agriculture Drive. The 4-story DATCP building is separate, sitting higher up on the hill above the two state lab buildings.

Parking: Complimentary parking is available in the Visitors Lot located in front of the building.

Security: Allow an extra moment to sign in at the Security Desk and receive a visitor badge. Visitors are not allowed access within the building unless escorted.

Attending the meeting from the Agency with be:

- Ms. Sheila Harsdorf, Secretary (biography attached)
- Ms. Krista Knigge, Division Administrator, Division of Agricultural Development
- Ms. Jennifer Lu, International Agri-business Economic Development, Division of Agricultural Development

Please let me know the names and titles of your colleagues, and also let me know if you have a meeting agenda or specific topics that you wish to discuss.

Let me know if you should have any questions or concerns!

Thanks,

Christine

Christine Stamm

Executive Staff Assistant, Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

2811 Agriculture Drive, Madison WI 53718

608-224-5015

Christine.stamm@wisconsin.gov

From: Jin Gao <gaojincufe@gmail.com>

Sent: Friday, August 3, 2018 11:48 AM

To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>

Cc: Jin Lyu <lujin1352@gmail.com>; Hongxia Wang <wanghongxia2015@gmail.com>

Subject: Re: Meeting Proposal from the Chinese Embassy

Hi Christine,

Thank you so much for coordination.

Yes, we can do 9.00 am on Monday (Aug 6).

Best,

Jin

On Fri, Aug 3, 2018 at 9:35 AM, Stamm, Christine A - DATCP
<Christine.Stamm@wisconsin.gov> wrote:

Jin,

Would your team be available to meet with Secretary Harsdorf on Monday, August 6 at either 9:00 am or 10:00 am?

Please let me know if either of these times would work.

Kind regards,

Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
[2811 Agriculture Drive](#)
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Jin Gao <gaojincufe@gmail.com>
Sent: Wednesday, August 1, 2018 11:21 PM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Cc: Jin Lyu <lujin1352@gmail.com>; Hongxia Wang <wanghongxia2015@gmail.com>
Subject: Re: Meeting Proposal from the Chinese Embassy

Hi Christine,

Thanks very much for your email.

I will wait for your further information. I understand Ms Secretary's tight schedules.

And I wonder if Ms Secretary cannot make it next Monday, could you please help to introduce us to other deputies who are in charge of global business issues for the meeting?

Best Regards,

Jin

On Wed, Aug 1, 2018 at 7:01 PM, Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov> wrote:

Mr. Gao,

I am quite well and I thank you for this kind invitation to meet. I think it would be a

wonderful opportunity.

The Secretary may need to be in Milwaukee for meetings on Monday, and I expect to finalize her schedule tomorrow. I will contact you tomorrow by early afternoon to talk about availability.

I have been out of the office and I appreciate your patience.

Kind regards,

Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
[2811 Agriculture Drive](#)
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: Jin Gao <gaojincufe@gmail.com>

Sent: Wednesday, August 1, 2018 11:22 AM

To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>

Cc: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Jin Lyu

<lujin1352@gmail.com>; Hongxia Wang <wanghongxia2015@gmail.com>

Subject: Meeting Proposal from the Chinese Embassy

Dear Ms. Stamm,

I hope this email finds you well.

This is Jin Gao from the Chinese Embassy in Washington DC. There will be a research team from the Embassy to Wisconsin early next week, lead by Counselor Jin Lyu who is in charge of economic policies and cooperation in the Embassy. We hope we could set up a meeting between Counselor Lyu and Ms. Secretary or other senior officials who cover China issues. Counselor Lyu would like to exchange views with Ms. Secretary on topics such as China-US agricultural and trade cooperation at a sub-national level and the recent evolution of bilateral trade relations.

We hope the meeting could be on next Monday (Aug 6) if it also works for Ms. Secretary.

We do appreciate your time and consideration.

Jin Gao

GAO Jin

Second Secretary, Policy Section

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[3505 International Place, NW Washington DC 20008](#)

Tel.: 001-202-4952352

Fax: 001-202-3631408

www.china-embassy.org

From: [Heinemann, Jack A - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: RE: Member Alert: Chinese Tariffs
Date: Wednesday, June 20, 2018 2:53:03 PM

Alex:

I spoke with a cheese maker in the River Falls area who is shipping cheese to China. They are considering lowering their price to maintain market presence.

Jack

From: Heinemann, Jack A - DATCP
Sent: Wednesday, June 20, 2018 11:51 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: FW: Member Alert: Chinese Tariffs

Information from US DEC. I spoke with Ross yesterday at our Cheese Export Seminar. They are trying to determine what Cheese is on the water. I asked the question on who will pay for the increased tariff. Depending upon how the contracts are written, the buyer may be required to pay the increased tariff. If this is not stated in the contact – the buyer can either refuse to pay the increase and cancel the order. If this happens the seller needs to either lower product price (reduce profits) or look for another buyer in the region to purchase the cheese.

I talked with a major grain dealer who indicated that the Soybean tariff is not hurting us at this time as this is our growing season. The Chinese purchase their soybeans from Brazil and Argentina; however, if this drags out it could hurt our growers this fall.

The trade war could have impact on future CapX expenditure. Due to market uncertainty, companies may push Cap X expenditures back.

If you need more information please let me know.

Jack

From: Matt McKnight <usdecinfo@usdec.org>
Sent: Friday, June 15, 2018 3:28 PM
To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: Member Alert: Chinese Tariffs



USDEC Members:

Today the United States issued a list of Chinese products (totaling \$50 billion) which will be subject to tariffs of 25% as of July 6th. The U.S. tariffs are being imposed in light of China's actions on intellectual property and other issues.

In response, China released their own retaliation list ([Google translation here](#)). USDEC is in the process of translating the Chinese statement; however based on our initial analysis of the document, the following appears to be the case:

- China intends to apply additional retaliatory tariffs of 25% on a lengthy list of products contained in the announcement starting on July 6th.
- China's product list includes the following dairy tariff lines which cover all Chapter 4 dairy products (e.g. fluid milk, cream, milk powder, yogurt, whey, butter/butterfat/butteroil, cheese, etc):
 - 04011000, 04012000, 04014000, 04015000, 04021000, 04022100, 04022900, 04029100, 04029900, 04031000, 04039000, 04041000, 04049000, 04051000, 04052000, 04059000, 04061000, 04062000, 04063000, 04064000, 04069000

We are working to identify how products already en-route will be impacted and to confirm our understanding that the 25% rates are in addition to the existing WTO rates. China's current WTO rates can be found in USDEC's Export Guide, which has not yet been updated to account for today's announcement:

<https://resources.usdec.org/DairyExportGuide/Volume1.cfm>.

Background:

- China is our fourth largest dairy export market accounting for \$577 million in sales in 2017. Sales that year increased 49 percent, making these new tariffs all the more concerning.
- The Office of the U.S. Trade Representative said the new tariffs on Chinese imports are part of the U.S. response to China's unfair trading practices related to American technology and intellectual property.
- USDEC supports the Administration's efforts to safeguard American IP across the globe. However, we are urging the White House to pursue an enforcement path that does not jeopardize American dairy farms and dairy manufacturing jobs, especially given the challenging situation we already face in Mexico.

USDEC will be analyzing the expected impact of this development and will provide more information as we secure it.

Sincerely,

Matt McKnight

Chief Operating Officer

USDEC

U.S. Dairy Export Council Managed by Dairy Management Inc. 2107 Wilson Blvd. Suite 600 Arlington
VA 22201-3061 USA

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From: [Schmitt, Kathy M - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: RE: Milk and Cranberries
Date: Thursday, July 12, 2018 4:48:32 PM

You bet!

From: Knigge, Krista M - DATCP
Sent: Thursday, July 12, 2018 3:47 PM
To: Schmitt, Kathy M - DATCP <Kathy.Schmitt@wisconsin.gov>
Subject: RE: Milk and Cranberries

Sounds like you have a good crew put together to vet the opportunity. I look forward to hearing what you learn and any recommendation.

Thanks for keeping me in the loop Kathy.

From: Schmitt, Kathy M - DATCP
Sent: Thursday, July 12, 2018 3:30 PM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>
Subject: FW: Milk and Cranberries

Krista,

I'm going to arrange a meeting with Second Harvest about the email below. Would you like to be involved? I thought I'd pull Norm and/or Charlotte into the meeting and possibly Debbie Gegare.

Kathy Schmitt
Bureau Director, Farm and Agribusiness Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5048
Cell Phone: (608) 220-9296
Fax: (608) 224-5107
Kathy.schmitt@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Danielle Lawson <danielle@shfbmadison.org>
Sent: Thursday, July 12, 2018 3:01 PM
To: Schmitt, Kathy M - DATCP <Kathy.Schmitt@wisconsin.gov>
Subject: Milk and Cranberries

Hi, Kathy. I hope you had a nice holiday week last week. I wanted to follow up on our earlier conversation about cranberries, but there has been recent news that has had me looking at how we might also be a solution for surplus milk.

With possible tariffs on Wisconsin milk and milk products, by Canada and Mexico, Second Harvest, along with the five other Feeding America food banks serving Wisconsin (collectively, we are Feeding Wisconsin), is wondering if we could start a discussion about how to “rescue” some of the surplus milk, and in turn, provide it to needy families.

With this, and some developments we’ve had on the cranberries, is it possible to meet with someone on your staff, to talk about how we might be able to address these issues together? We are just blocks from your offices, and would be available to meet there, but we would be grateful to have the opportunity to show your our food bank as well.

Please call or email any time. My direct phone is 608-216-7241. I am at a conference Mon-Wed next week, but will be checking both frequently. Or you can reach out to our CEO, Dan Stein, at DanS@shfbmadison.org or 608-216-7206. I can certainly give you a call when I return, as well, if that’s easier.

Thanks in advance for your consideration!

Kind Regards,
Danielle

From: Schmitt, Kathy M - DATCP [<mailto:Kathy.Schmitt@wisconsin.gov>]
Sent: Friday, June 08, 2018 2:34 PM
To: Danielle Lawson
Subject: FW: WI Cranberries

Hello Danielle,

Debbie Gegare, who works with market orders, knows about the cranberry situation. She is going to review the federal market order rules to see if the product can be diverted in the proposed way. I’ll get back to you early next week with her findings.

Thank you. Have a good weekend.

Sincerely,

Kathy Schmitt
Interim Division Administrator, Agricultural Development
Bureau Director, Farm and Agribusiness Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5048
Cell Phone: (608) 220-9296
Fax: (608) 224-5107

Kathy.schmitt@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Moll, Keeley A - DATCP
Sent: Thursday, June 7, 2018 10:20 AM
To: Schmitt, Kathy M - DATCP <Kathy.Schmitt@wisconsin.gov>; Olson, Kietra K - DATCP <Kietra.Olson@wisconsin.gov>
Subject: FW: WI Cranberries

Please see the attached email from Second Harvest. Not sure if you have had any discussions on this?

Keeley Moll
Deputy Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5035
Keeley.Moll@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Danielle Lawson <danielle@shfbmadison.org>
Sent: Thursday, June 7, 2018 10:07 AM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: FW: WI Cranberries

Good morning. I am writing to you from “down the street”, at Second Harvest Foodbank of Southern Wisconsin. We are a member of Feeding America, the nation’s largest hunger relief organization. With our partners in the Wisconsin, we serve all 72 counties, providing food and assistance to people struggling with hunger.

Due to the recent USDA ruling, I understand that there are potentially millions of pounds of cranberries, right in Wisconsin, that might have to be tilled under, sold for animal feed, or otherwise wasted. I have been contacted by an agent working for Ocean Spray, who is trying to find a taker for some (all?) of these cranberries. Is there an opportunity to take what might otherwise have to be disposed of, and get it to people in need?

I am wondering if there is any chance of working with DATCP or another environmental agency, to get funds to process them (“Craisins”? Juice?), at least to a bulk stage, where the food bank could handle other packaging. Would there be a grant, or grants we could apply for? I’m also thinking of

the environmental aspect, as I'm sure there could be an impact on the land/soil, and possibly even the water, with dumping that many cranberries.

While the volume is large, by working with the whole Feeding America network, I think we can make an impact. Please let me know if I'm going down a wrong path here, but I'm hoping I'm not. 😊

I would be more than happy to come to your offices to discuss, or because we're so close by, perhaps you and/or Secretary Harsdorf, would have time to come for a tour of our food bank. Thank you so much for any guidance you can offer.

Kind Regards,
Danielle



Danielle Lawson
Food Resource Manager

Second Harvest Foodbank of Southern Wisconsin
2802 Dairy Drive
Madison, WI 53718
tel +1.608.216.7241
fax +1.608.223.9840
danielle@shfbmadison.org
SecondHarvestMadison.org

Second Harvest Foodbank exists to end hunger in southwestern Wisconsin. To learn more, go to SecondHarvestMadison.org.



From: [Heinemann, Jack A - DATCP](#)
To: [Stout, Lisa S - DATCP](#); [Girard, Alexander C - DATCP](#)
Subject: RE: More info
Date: Wednesday, June 20, 2018 3:05:14 PM

Likewise for the companies I spoke with.

Jack

From: Stout, Lisa S - DATCP
Sent: Wednesday, June 20, 2018 2:01 PM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: Re: More info

The company from the seminar doesn't want their name out in public.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

On Jun 20, 2018, at 1:56 PM, Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov> wrote:

Hi Jack & Lisa,

For the two examples you provided before (listed below), can you please provide names of each respective company?

I. At the Cheese Export Seminar yesterday, a company mentioned that a shipment to Mexico was turned away at the border by the Mexican customer who is taking pre-emptive action before tariffs are actually imposed, by canceling the order.

II. I talked with a major grain dealer who indicated that the Soybean tariff is not hurting us at this time as this is our growing season. The Chinese purchase their soybeans from Brazil and Argentina; however, if this drags out it could hurt our growers this fall.

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114

<image001.png>

From: [Stout, Lisa S - DATCP](#)
To: ["Martin Andree"](#)
Cc: [Beth Dekker](#)
Subject: RE: My other China objects for this trip.
Date: Wednesday, June 27, 2018 4:55:00 PM

Dear Martin and Beth,

Thank you for your message. Would you still like to receive pre-event research on peanut butter, in preparation for the 2019 mission to China or trade shows in China later this year?

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: Martin Andree <mjandree@koeze.com>
Sent: Thursday, June 21, 2018 2:57 PM
To: Femke Bosch <fbosch@foodexport.org>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Cc: Beth Dekker <bdekker@koeze.com>
Subject: Re: My other China objects for this trip.

Dear Lisa and Femke:

After careful consideration and exhaustive attention to what we can learn about the current state of the trade war with China, we have decided to back-out of this Focuses Trade Mission. We will instead turn our attentions towards the next Trade Mission to China, when hopefully the dust will have settled.

We feel the timing of this mission could not be worse and our success at expanding our market, never more uncertain.

Here is our take:

There is currently a 30% tariff against US peanut butter into China. As most all of the items the US is importing are now subject to reciprocal tariffs, we don't believe there will be additional tariffs against peanut butter. This is worse than additional tariffs, as US manufacturers and importers will be subject to unofficial retaliatory action on the part of the Chinese. These may include: holds at port, additional inspections and fees, "lost," containers, misfiled paperwork, etc. In addition to these, there is the specter of the Chinese buying public, officially or unofficially, boycotting American foods. These are all risks that a small, specialty manufacturer like us cannot afford to take.

We feel it more prudent to shorten sail, wait this out and attend the next Focused Trade Mission to China.

Hopefully by then the horizon will be clearer by then.

With kindest regards,

Martin

On Tue, Jun 19, 2018 at 12:19 PM, Femke Bosch <fbosch@foodexport.org> wrote:

Hi Martin,

I checked with Valerie and she would be happy to set up meetings for you in Hong Kong before/after your visit to China. Once you register we'll start the conversation with Valerie back up to discuss your goals and travel days. We need to get started on this project in Hong Kong as soon as possible, so I'd appreciate it if you could complete the registration this week.

Since you are registered for the trade mission you can sign up for the discounted fee of \$300 (normal price \$550) and you can register through this link: <https://www.foodexport.org/programs-services/enter-new-markets/market-builder/J18MBP>

Let me know if you have any questions.

Thanks,

Femke Bosch
Food Export Association of the Midwest USA
312-334-9201

From: Stout, Lisa S - DATCP [mailto:Lisa.Stout@wisconsin.gov]

Sent: Friday, June 15, 2018 3:48 PM

To: mjandree@koeze.com

Cc: Femke Bosch

Subject: FW: My other China objects for this trip.

Dear Martin,

Thank you for your email. It's good to know that you will be going to Hong Kong and utilizing the Market Builder service to have additional meetings.

I am not sure I understand your question, in all locations, meetings will be scheduled with buyers who

have indicated interest in meeting with you, based on the information you provided in the company profile. If you have companies that you would like to meet with in China, please share that information so that SMH can invite those buyers/companies to meet with you.

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
lisa.stout@wisconsin.gov

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From: Martin Andree <mjandree@koeze.com>
Sent: Wednesday, June 13, 2018 11:35 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: My other China objects for this trip.

Dear Lisa:

I will be departing a few days early and will meet up with the group on 13th.

I will be meeting with our glass vendors in Shanghai ahead of our meetings.

Additionally, I have an interest in developing a relationship with either Park n Shop or Dairy Farm and have been working with Valerie Yeung from SMH to plot a path to get in front of these buyers.

She was working on a plan, but at the time we were undecided on if I was going to attend the Buyer's Mission. Now that I am, I would like to pursue that lead, as opposed to some of the others, like Sam's Club, which is just not our market.

How would this work if I wanted to pursue other potential sales than those specifically outlined for this trade mission.

At the end of the day, I might better focus on those do than even Changdu?

I would want to continue my conversations with Valerie, but wanted your input first.

With kindest regards,

Martin

--

Martin J. Andree

Koeze Company

[2555 Burlingame Ave SW Grand Rapids, MI 49509](#)

P: 616.724.2618

E: mjandree@koeze.com

--

Martin J. Andree

Koeze Company

2555 Burlingame Ave SW Grand Rapids, MI 49509

P: 616.724.2618

E: mjandree@koeze.com

From: [Stout, Lisa S - DATCP](#)
To: "[Monica Wahlberg](#)"
Subject: RE: News Update from the International Agribusiness Center
Date: Monday, July 9, 2018 11:58:00 AM
Attachments: [image001.png](#)
[image002.png](#)
[image003.png](#)
[image004.png](#)
[image005.png](#)

Hi Monica,

Hope you had a good 4th. Here is Krista's contact information and she has several bureaus reporting to her, including the IABC. If you can't find one of us four international consultants, Jack would be your first contact to track us down.

Krista Knigge
Division Administrator, Division of Agricultural Development
Email: krista.knigge@wisconsin.gov
Tel: 608/224-5142

Best regards,
Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: Monica Wahlberg <monica.wahlberg@wedc.org>
Sent: Friday, June 29, 2018 4:03 PM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: FW: News Update from the International Agribusiness Center

Hi Lisa,

Can you send over what Krista's contact information is? It would be helpful to have when trying to track any of your team down. Is she full time or is she split with another division?

Hope things are good with you.
Monica

Monica Wahlberg
International Grants Manager
Wisconsin Economic Development Corporation
201 W. Washington Ave
Madison, WI 53703

Ph: 608.210.6734



Website: <http://inwisconsin.com>

Newsletters: <http://inwisconsin.com/subscribe/>



From: News from the Wisconsin International Trade Team [<mailto:internationalDATCP@service.govdelivery.com>]

Sent: Friday, June 29, 2018 3:46 PM

To: Monica Wahlberg <monica.wahlberg@wedc.org>

Subject: News Update from the International Agribusiness Center

Wisconsin Department
of Agriculture, Trade
and Consumer Protection



WISCONSIN
INTERNATIONAL
TRADE TEAM

1 (800) 462-5237
international@wisconsin.gov
datcp.wisconsin.gov

June 2018

In this Issue

- [Trade Consultants](#)
- [Upcoming Events](#)

Trade Consultants

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Jennifer Lu
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Livestock & Genetics
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Ashwini Rao
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(608) 224-5119
ashwini.rao@wisconsin.gov

Lisa Stout
Processed Foods
Asia & Canada
(608) 224-5126
lisa.stout@wisconsin.gov

Jack Heinemann
Bureau Director, Agricultural Market
Development
(608) 224-5125
jack.heinemann@wisconsin.gov

[Click here](#) to learn more about our

Welcome, Krista Knigge!

The International Agribusiness Center welcomes Krista Knigge as Division Administrator of Agricultural Development for the Department.

Krista brings more than two decades of marketing, communications and management experience to the position. Most recently, she held strategic communications and integrated marketing roles at Northwestern Mutual. Throughout her career, she also held positions at Charleston|Orwig, Case IH, and John Deere.

Krista remains engaged in her family's dairy, Knigge Farms, directing social media and tour promotion activities. She is very involved in the agricultural industry, volunteering with the Holstein Association USA, Inc., Association of Women in Agriculture, Wisconsin Farm to Table, and Wisconsin 4-H Foundation.

The International team looks forward to working with Krista as we continue to identify export opportunities for the state's agribusinesses.

All this trade talk...

Tariffs have been all over the news lately and if these changes in trade policies come into effect, the impact to your business could be significant. In such challenging times, responding strategically is key to maintaining a profitable business. Being educated, and prepared about your options is always a good thing. The Food Export Association of the Midwest offers a series of educational webinars including meeting with foreign buyers, pricing your product and export documentation. To access these free webinars, visit [Food Export Association of the Midwest](#).

Additionally, feel free to reach out to the staff at the International Agribusiness Center for assistance with your overall export strategy.

[Upcoming Events](#)

services.



[Exhibiting at SIAL Paris? Make the most of your tradeshow experience!](#)

Early Registration Deadline: July 9, 2018 - \$225.

SIAL Paris is a unique global food event featuring the world's leading retail and food service buyers in one location. Occurring every two years, it attracts over 150,000 visitors from not only the European Union but also from the rest of Europe, the Middle East, Africa and Asia.

Food Export will provide its custom Food Show PLUS!™ services at [SIAL Paris](#). The custom services offered make exhibiting internationally easy, so you can focus on selling product.

Contact: Ashwini Rao at Ashwini.rao@wi.gov/ 608-224-5119.

[Promote Your Ingredients at Mexico's Food Tech Summit & Expo](#)

Early Registration Deadline: July 20, 2018 - \$225.

Mexico has a strong food processing industry in which leading Mexican brands like Bimbo, PepsiCo, Lala, and Nestle amongst others have a well-developed national distribution network that is well positioned in the market and enjoys high brand awareness with consumers who are very loyal despite economic variations. Key market drivers include an increasing interest in healthy foods across all age groups as well as increasing demand of organic foods and natural ingredients. There is also increased demand for convenience foods and prepared meals, due to the growth of urban cities and more women entering the work force. There is also more demand for gourmet and more sophisticated food products.

Food Export will be offering its Food Show PLUS! tradeshow enhancement service at [Food Tech Summit & Expo](#).

Contact: Ashwini Rao at Ashwini.rao@wi.gov/ 608-224-5119.

[Explore the China market at Food and Hotel China, November 12-15, 2018](#)

Early Registration Deadline: August 31, 2018 - \$225 for Food Show Plus services

China remains the 6th largest market for consumer ready food products from the U.S. China also remains the 5th largest market for the export of U.S. processed foods, totaling US\$1.7 billion in 2016. Food Export will provide its custom Food Show PLUS!™ services at [Food and Hotel China](#). The custom services offered make exhibiting internationally less stressful, so you can focus on selling product.

Contact: Lisa Stout at Lisa.stout@wisconsin.gov / 608/224-5126.



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From: [Heinemann, Jack A - DATCP](#)
To: [Cosh, William - DATCP](#)
Cc: [Lu, Jennifer Y - DATCP](#); [Gegare, Debbie E - DATCP](#); [Hummell, Richard P - DATCP](#)
Subject: Re: question re ginseng
Date: Tuesday, March 27, 2018 10:56:04 AM

I do not think ginseng is grown in that region. Best person to respond is Debbie.

Debbie what are your thoughts?

Sent from my iPhone

On Mar 27, 2018, at 9:53 AM, Cosh, William - DATCP <William2.Cosh@wisconsin.gov> wrote:

Good Morning,

I wanted to check with you on the following question when you have a moment.
Thanks.

Bill

From: Lynch, David [<mailto:David.Lynch@washpost.com>]
Sent: Tuesday, March 27, 2018 9:52 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: question re ginseng

Mr. Cosh

Good morning. I have a question about ginseng production in Wisconsin. I understand that much of that crop is grown in Marathon County. But I'm wondering if any of it is grown in the first congressional district, which as you may know runs from Janesville in the west to Racine in the east.

I ask because China has included ginseng as among its potential targets for retaliatory tariffs, which is a subject that I cover.

Appreciate any help. Thanks.

Best,

Dave

David J. Lynch
Global economics correspondent

The Washington Post
1301 K Street NW
Washington, DC 20071
Office: 202-334-7280
Mobile: 703-999-8846
Follow me on Twitter: @davidjlynch

From: [Andre, Ashley K - DATCP](#)
To: [Cosh, William - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Moll, Keeley A - DATCP](#)
Subject: RE: question: for Rewind taping on FRI can i get...
Date: Wednesday, April 4, 2018 4:43:54 PM

Bill,

Below is a very general statement we could send to Steve Walters depending on what direction we decide to go:

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Thanks,

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Wednesday, April 4, 2018 10:57 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>
Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: FW: question: for Rewind taping on FRI can i get...

I received the following request and wanted to check with you on it.

Bill

From: Steve Walters [<mailto:steven.walters@wiseye.org>]
Sent: Wednesday, April 4, 2018 10:55 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: question: for Rewind taping on FRI can i get...

...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

From: [Andre, Ashley K - DATCP](#)
To: [Cosh, William - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Moll, Keeley A - DATCP](#)
Subject: RE: question: for Rewind taping on FRI can i get...
Date: Wednesday, April 4, 2018 4:43:53 PM

Bill,

Below is a very general statement we could send to Steve Walters depending on what direction we decide to go:

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Thanks,

Ashley Andre

Policy Initiatives Advisor – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5002

Cell Phone: (608) 220-5067

ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Wednesday, April 4, 2018 10:57 AM
To: Stamm, Christine A - DATCP ; Andre, Ashley K - DATCP
Cc: Moll, Keeley A - DATCP
Subject: FW: question: for Rewind taping on FRI can i get...
I received the following request and wanted to check with you on it.
Bill

From: Steve Walters [<mailto:steven.walters@wiseye.org>]
Sent: Wednesday, April 4, 2018 10:55 AM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: question: for Rewind taping on FRI can i get...

...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

From: [Michels, Steven - DOA](#)
To: [Cosh, William - DATCP](#)
Subject: RE: question: for Rewind taping on FRI can i get...
Date: Wednesday, April 4, 2018 5:15:34 PM
Attachments: [image003.png](#)

Good by me.



Steve Michels | Director of Communications
Department of Administration
Office of the Secretary
steven.michels@wisconsin.gov
Direct: (608) 267-7874



From: Cosh, William - DATCP
Sent: Wednesday, April 04, 2018 3:49 PM
To: Michels, Steven - DOA
Subject: FW: question: for Rewind taping on FRI can i get...

Steve,

A draft for your review.

Bill

From: Andre, Ashley K - DATCP
Sent: Wednesday, April 4, 2018 3:44 PM
To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: RE: question: for Rewind taping on FRI can i get...

Bill,

Below is a very general statement we could send to Steve Walters depending on what direction we decide to go:

China is Wisconsin's third most valuable export market for our agricultural products. In 2017, Wisconsin exported nearly \$300 million of agricultural products to China, an increase of more than 27% over the year before. The top agricultural export product categories to China last year were wood, raw hides and skins, and dairy-related products. Maintaining and expanding our export markets is key to ensuring profitability for our farmers and processors. DATCP will continue to work at expanding our markets both domestically and internationally.

Thanks,

Ashley Andre

Policy Initiatives Advisor – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-5002

Cell Phone: (608) 220-5067

ashley.andre@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Cosh, William - DATCP
Sent: Wednesday, April 4, 2018 10:57 AM

To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>

Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>

Subject: FW: question: for Rewind taping on FRI can i get...

I received the following request and wanted to check with you on it.

Bill

From: Steve Walters [<mailto:steven.walters@wiseeye.org>]

Sent: Wednesday, April 4, 2018 10:55 AM

To: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>

Subject: question: for Rewind taping on FRI can i get...

...statement from sec'y on impact of chinese tariffs on wis exports of ginseng, soybeans, corn?
thank you. steve

Subject: RE: Records request ORR 18-827
Date: Monday, October 22, 2018 1:59:22 PM

1 Property of the People 1712 Eye St., NW, Suite 915 Washington, DC 20006 foia@propertyofthepeople.org (240) 249-5763 October 19, 2018 Freedom of Information Request Wisconsin Department of Agriculture, Trade, and Consumer Protection Via email: DATCPublicRecords@Wisconsin.gov This is a request for records under the Wisconsin Open Records Law, §19.31 et seq. REQUESTER INFORMATION This request is submitted on behalf of Dr. Ryan Noah Shapiro and Property of the People. 1 RECORDS SOUGHT This request is directed to the Wisconsin Department of Agriculture, Trade, and Consumer Protection. The records sought are: 1. Any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng. 2. Any and all other records mentioning, referring to, or discussing Chinese tariffs. ADDITIONAL BACKGROUND INFORMATION Earlier this year, China levied a significant tariff on ginseng, an important Wisconsin commodity. Wisconsin farmers have been affected by this tariff, and by the trade war in which President Trump and the Chinese government are presently involved. 2 Requesters are interested in documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump's trade war and, relatedly, Chinese tariffs, are having on Wisconsin's farmers and economy. You may exclude press clips (clips from news aggregation services). FORMAT The requesters ask that any releases stemming from this request be provided in digital format (soft-copy) via email or on a compact disc or other like media. 1 Property of the People is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. 2 <https://www.jsonline.com/story/news/politics/2018/07/09/china-prepares-new-tariffswisconsin-ginseng-farmers-already-feeling-effects/764499002/> 2 REQUEST FOR A COMPLETE WAIVER OF FEES Requestors are willing to pay any reasonable expenses associated with this request, however, as the purpose of the requested disclosure is in full conformity with the statutory requirements for a waiver of fees under Section 19.35, a full fee waiver should be granted. Requestors Shapiro and Property of the People regularly receive a classification as representatives of the news media for federal FOIA fee category purposes, which may inform their status under the Wisconsin law. Shapiro is a former research affiliate at the Berkman Klein Center for Internet & Society at Harvard University. Shapiro is a historian of national security, the policing of dissent, and governmental transparency. Shapiro is President of Property of the People, a governmental transparency research, analysis, and information dissemination organization. 3 Among other things, Shapiro's work has exposed improper collusion between a major agricultural lobby and a U.S. government agency entity 4 ; sparked a federal investigation of this improper collusion, resulting in the disgraced resignation of the president of the agency entity 5 ; and sparked the introduction of bipartisan legislation to curb future similar abuses by government and industry. 6 Shapiro's work has also exposed the FBI's unprecedented utilization of classified remote-installation malware to circumvent animal rights activists encryption in 2003, as well as the DOJ's subsequent failure to inform Congress of such utilization as mandated by Congress. 7 Shapiro's work has also exposed the FBI's policy of instructing FBI agents to withhold surveillance technical details from prosecutors and defendants alike. 8 Shapiro's work has also exposed FBI consideration of 3 Building upon Shapiro's extensive track record of national security, transparency, and state repression-oriented research, analysis, and information dissemination, Property of the People (PropOTP) is a 501(c)(3) charitable organization dedicated to governmental transparency in the service of democracy. PropOTP's motto, taken from Shapiro's commentary, is, "The records of government are the property of the people. It's time for us to reclaim them." PropOTP's most publicized efforts to date have been under the umbrella of the organization's Trump-oriented project, "Operation 45." PropOTP's Operation 45 is dedicated to ensuring transparency and accountability for the Trump/Pence administration. For more on PropOTP's Operation 45, see: <http://www.salon.com/2016/11/27/foia-superhero-launches-campaign-to-make-donald-trumpsadministration-transparent/>; <https://www.thenation.com/article/your-guide-to-the-sprawling-newanti-trump-resistance-movement/>; <http://www.politico.com/story/2016/12/democrats-trumpresistance-conservative-playbook-232687>; <https://operationfortyfive.org>. 4 <http://bigstory.ap.org/article/a0a7a3fb1f6449f992f2410c577d919b/apnewsbreak-egg-groups-scrambled-over-eggless-mayo-maker>; <http://www.theguardian.com/us-news/2015/sep/02/usdaamerican-egg-board-hampton-creek-just-mayo> 5 <http://bigstory.ap.org/article/c7813b5fe68745d2a40c1d078c1542f5/egg-industry-group-ceosteps-down-after-vegan-mayo-scramble> 6 <https://www.theguardian.com/business/2016/jul/14/usda-reform-bill-agriculture-beef-eggs> 7 http://www.nytimes.com/2016/04/14/technology/fbi-tried-to-defeat-encryption-10-years-ago/files-show.html?smid=tw-nytimes&smtyp=cur&_r=0 8 <http://www.usatoday.com/story/news/2016/04/20/fbi-memos-surveillance-secrecy/83280968/> 3 federal terrorism charges against animal protectionists who expose horrific conditions on factory farms. 9 Shapiro's work has also exposed FBI targeting of Nelson Mandela and the anti-Apartheid

movement as a Communist plot imperiling U.S. national security. This included but was not limited to FBI placement of a confidential informant within Nelson Mandela's inner circle in order to provide political information to the FBI on Mandela and his anti-apartheid associates while the FBI was tasked with protecting Mandela upon Mandela's post-prison tour of the United States in 1990. 10 Shapiro's research and analysis on issues at the intersections of national security, the policing of dissent, and transparency, as well as pertaining to the Trump presidency and administration, are regularly featured in national and international media outlets. Media outlets that have covered Shapiro's work include but are not limited to: The New York Times, The Washington Post, The Los Angeles Times, The Wall Street Journal, USA Today, CNN, U.S. News & World Report, The Associated Press, Agence France-Presse, Politico, Business Insider, The International Business Times, The Atlantic, The Guardian, ABC News, CBS News, NPR, PBS, BBC World Service, The Nation, Mother Jones, Democracy Now!, The Hill, McClatchy DC, New Republic, National Journal, Columbia Journalism Review, Legal Times, PolicyMic, Government Executive, Inc., Wired, Fortune, Fox News, Fox Nation, The American Conservative, The Daily Caller, Breitbart News, Reason, New York Daily News, The Chicago Tribune, The Boston Globe, MSN News, Salon, Slate, The Daily Beast, Quartz, Vice News, Huffington Post, HuffPost Live, Yahoo News, Christian Science Monitor, Boston Business Journal, AOL News, The San Francisco Chronicle, The Houston Chronicle, The Minneapolis Star Tribune, The Independent, The Mirror, The Daily Mail, Black Entertainment Television (BET), The Boston Metro, The San Francisco Business Times, The Silicon Valley Business Journal, The Afro-American, Raw Story, The Chicago Defender, The NorthStar News & Analysis, The Atlanta Black Star, The Hollywood Reporter, NYC Today, The Mail & Guardian, Courthouse News, Japan Times, EatDrinkPolitics, Univision, HispanTV, Al Jazeera America, Grist, Ecorazzi, Green Is the New Red, PC World, PC Mag, Computer World, SearchSecurity, IntelNews, Komando.com, VegNews, Truth-Out, FireDogLake, ShadowProof, Alternet, The Verge, Consumerist, Boing Boing, Techdirt, Tickle The Wire, The Public Record, and the Freedom of the Press Foundation. Shapiro has presented invited scholarly and popular lectures on topics at the intersections of national security, the policing of dissent, and transparency at numerous leading institutions and venues. These include but are not limited to: The Massachusetts Institute of Technology, the Kennedy School of Government at Harvard University, Harvard Law School, Yale Law School, Stanford University, the New York City Bar Association, the National Institutes of Health (NIH), the Max Planck Institute for the History of Science (Berlin, Germany), Université catholique de l'Ouest (Angers, France), the University of California, Santa Barbara, The College of William & Mary, Boston University, American University (Washington, DC), The Cooper Union for the Advancement of Science and Art (New York City), the National Press Club (Washington, DC), the conference of the National Lawyers Guild, the History of Science

9

https://ccrjustice.org/files/11.12.29_Greenscare_VideotapersTerrorists_LATimes.pdf 10

<http://america.aljazeera.com/articles/2014/5/28/fbi-spied-mandeladocuments.html>;

<http://www.usnews.com/news/articles/2014/07/10/the-fbi-spied-on-nelson-mandela-in-1990-ascommunist-threat>. 4 Society, the American Anthropological Association, the Society for the Social History of Medicine, the Conference on Policy History, the American Society for Environmental History, DEFCON, Boston University, University College Cork (Cork, Ireland), Suffolk University Law School, the City University of New York Law School, The Base community center in Brooklyn, NY, and Burning Books bookstore (Buffalo, NY). Shapiro's research and analysis have also been featured in television and film documentaries. For one example among others, in February 2016, a documentary centrally featuring Shapiro's FOIA research and analysis aired on the cable channel Pivot. The documentary is titled "Activists or Terrorists" and was directed by awardwinning filmmaker Brian Knappenberger and narrated by Academy Award nominated actress Maggie Gyllenhaal. This documentary constitutes episode five of Knappenberger's acclaimed documentary series "Truth and Power." The New York Times included the documentary episode "Activists or Terrorists" in its influential "What to Watch" list. 11 "Activists or Terrorists" is now available for viewing on iTunes and Amazon.com. Further, Shapiro is currently working with multiple additional television and film documentaries currently in productions that will feature our work. Shapiro is a representative of several news outlets. Shapiro is a researcher, analyst, and reporter for GreenIsTheNewRed.com (GNR). Shapiro is a representative of Sparrow Media. Shapiro is a reporter/contributor for The Public Record. The disclosure of responsive records is likely to contribute to an understanding of government operations and activities because the disclosable portions of the requested records will be meaningfully informative about those operations and activities. The vast majority of disclosable information is not already in the public domain, in either a duplicative or a substantially identical form, and therefore the disclosure would add substantial new information to the public's understanding of the Wisconsin state government and the requested records. The requesters firmly intend to analyze the requested records in order to facilitate significant expansion of public understanding of government operations. The audiences likely to be interested in the subject are broad, and include historians of modern American government, politics, culture, and national security; journalists reporting on American politics, government, national security, and society; civil liberties attorneys; advocacy and watchdog organizations, the U.S.

congress, and the broader public. *** Please do not hesitate to contact me if you have any questions concerning this request. Thank you. I appreciate your time and attention to this matter. Gunita Singh, Esq.

11 [http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

[friday.html](http://www.nytimes.com/2016/02/19/arts/television/what-to-watch-friday.html)

From: [Walz, Sheri A - DATCP](#)
To: [Legal Team](#)
Cc: [Dedinsky, Paul - DATCP](#)
Subject: RE: Records request ORR 18-827
Date: Monday, October 22, 2018 1:59:22 PM
Attachments: [request letter.pdf](#)

Dear Ms. Singh,

Our Chief Legal Counsel left you a voicemail related to your attached records request, and I am sending this email to summarize our questions related to providing the records you request. To help provide the records you seek as quickly as possible – and keeping your concerns about costs in mind – it would be helpful to narrow the scope of this request.

Your attached request asks for “documents, including memoranda, email correspondence, and other materials that mention and discuss the effect that Trump’s trade war and, relatedly, Chinese tariffs, are having on Wisconsin’s farmers and economy” (excluding press clips), including: 1) “any and all records mentioning, referring to, or discussing Chinese tariffs on Wisconsin ginseng”; and 2) “any and all other records mentioning, referring to, or discussing Chinese tariffs.”

This request is overly broad as currently stated, asking for any and all records for all time for all current and past 650+ Department employees. To reduce required search time and potential location costs, it would be helpful to limit the scope of this request as to time and as to the people we search, as follows:

- Suggested time frame – One possible time frame is to start with the date China implemented its tariffs, and search records from July 6, 2018 to the date of your request on October 19, 2018?
- Suggested employee records to search – To get you the records that are most responsive to your request, we suggest starting with a search of 1) Secretary’s Office staff; 2) International Trade Team staff; 3) Division of Agricultural Development staff who work with products that may be affected by Chinese tariffs; and 4) Dairy Task Force members.

Although the Department does not maintain their records, you may also wish to reach out to the Wisconsin Agricultural Marketing Boards. The Department website describes the Agricultural Marketing Boards at https://datcp.wi.gov/Pages/About_Us/MarketingBoards.aspx. There are Boards for cherries, cranberries, corn, milk, soybeans, ginseng and potatoes. Contact information for each Board is listed on the Department website.

Please feel free to call me or email if you would like to discuss further, so we can determine how best to proceed with the request. Once we have finalized the scope of the search, we will be able to determine if we are able to waive location costs. Providing the records by email is our preferred method, and also reduces potential costs. We normally try to process records requests within 10 business days, but for a complex request, it may take longer.

Thank you,

Sheri

Sheri Walz

Assistant Legal Counsel – Office of the Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Phone: (608) 224-4740

Fax: (608) 224-5034

sheri.walz@wisconsin.gov

From: Legal Team

Sent: Friday, October 19, 2018 2:33 PM

To: DATCP Public Records

Subject: Records request

Good afternoon,

Attached is a records request.

Thank you!

Gunita Singh

From: [Wurster, Kaleigh - GOV](#)
To: [Stamm, Christine A - DATCP](#)
Subject: RE: Scheduling Request for: Meeting
Date: Thursday, October 18, 2018 5:17:58 PM

No worries, thanks for checking!

Kaleigh

From: Stamm, Christine A - DATCP
Sent: Thursday, October 18, 2018 3:31 PM
To: Wurster, Kaleigh - GOV <Kaleigh.Wurster@wisconsin.gov>
Subject: RE: Scheduling Request for: Meeting

Kaleigh,
The Secretary's schedule does not allow her to participate in this event for next week. Sorry!

Christine

From: Wurster, Kaleigh - GOV
Sent: Thursday, October 18, 2018 3:04 PM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>
Subject: FW: Scheduling Request for: Meeting

From: Carrie Phillips <carrie@farmersforfreetrade.com>
Sent: Monday, October 15, 2018 11:02 AM
To: GOV Scheduling <GOVScheduling@wisconsin.gov>
Subject: Scheduling Request for: Meeting

General Information

Date Received:

Event Date:	10-25-2018
Event Name:	Tariffs Hurt the Heartland Town-Hall
Event Start Time:	11:30:00
Event End Time:	13:00:00
Event Date Flexible:	No
Delivery Method:	Scheduling Request Form

Event Information

Event Type:	Meeting
Event Description:	<p>On behalf of Americans for Free Trade and Farmers for Free Trade, we would like to invite you to join us for a town hall meeting and lunch in Greater Milwaukee, WI on Thursday, October 25, 2018 from 11:30am - 1:00pm. The event will take place at Husco International Inc., 2239 Pewaukee Rd. Waukesha, WI. The town hall meeting is part of a nationwide, grassroots effort called “Tariffs Hurt the Heartland” which is backed by over 100 of the nation’s largest trade organizations, representing thousands of agriculture producers, manufacturers, workers and consumers across the country. Tariffs Hurt the Heartland is hosting town-hall meetings in communities across the country that are being impacted by trade uncertainty and tariffs. Thursday’s event will include a panel comprised of Milwaukee-area business owners, farmers, retailers and manufacturers who will share stories about their aspirations to grow their business through expanded export opportunities. They will also share how their workers’ livelihoods are impacted by the current multi-faced trade war. Finally, the panel will discuss how consumers may be impacted by tariff measures. Given your support for trade and your concern over recent trade policy decisions, we welcome the opportunity for you to hear directly from local agriculture producers, manufacturers, retailers and consumers about the impact of these measures on the local economy and communities. For more information regarding this effort, please visit our website at www.tariffshurt.com.</p>
Organization:	Farmers for Free Trade and Americans for Free Trade
Organization Website:	www.tariffshurt.com
Organization Overview:	<p>The town hall meeting is part of a nationwide, grassroots effort called “Tariffs Hurt the Heartland” which is backed by over 100 of the nation’s largest trade organizations, representing thousands of agriculture producers, manufacturers, workers and consumers across the country. Tariffs Hurt the Heartland is hosting town-hall meetings in communities across the country that are being impacted by trade uncertainty and tariffs.</p>
Attendees:	101-500
Notable Participants:	<p>Austin Ramirez, President and CEO of Husco International Dennis Slater, President of the Association of Equipment Manufacturers Brian Kuehl, Executive Director and Founder of Farmers for Free Trade WI Farm Bureau</p> <p>7:30-8:00 AM ALL STAFF WALKTHROUGH 8:00-9:00 AM SETUP AND SITE BUILD 9:00-9:30 AM TABLES & AUDIO TO ARRIVE 10:00 AM FINAL PREP-FOOD SETUP 11:30 AM TOWN HALL KICK-OFF PROGRAM BEGINS. SOUND CHECK. EAT. 11:45 AM Brian Kuehl, Executive Director and Co-Founder, Farmers for Free Trade CALLS roundtable to order – introduces</p>

Draft Itinerary:

Governor Scott Walker for Welcome remarks Moderator Dennis AEM thanks the Governor and kicks off the discussion 11:50 AM Dennis Slater President, AEM 11:55 AM 12:20 PM kicks-off roundtable with questions below 12:30 PM opens panel to the entire audience including media questions 12:45 PM Brian thanks Panelists, wraps up event. 12:45-- PM Panelists engage in one on one interviews with news media based on demand. These interviews will take place at site based on TV and print needs. QUESTIONS to think about for comments and conversation. What impact have tariffs has on your business, farm, industry? What is the tariff impact to this region or community? Have you all contacted your member of Congress? If you could deliver a single message to members of Congress and the President on tariffs what would it be? What impacts do you see around the corner that aren't being reported yet? Field Support: (LSG Town Hall Logistics): Chuck Coolidge: 480-686-2331 (LSG Town Hall Logistics): Stephanie Rose: 303-589-9112 (THH Event Coordination): Carrie Clark Phillips: 202-489-8979 (THH Speaker/Media Contact): Angela Hofmann: 202-431-0093 (THH Media Contact): Matt McAlvanah: 202-341-9362

Participation Information

Anticipated Gov Role:	Brief Remarks
Time of Gov Participation:	12:00:00
Remarks:	Yes
Remarks Length:	2
Previous Gov Event:	Yes
Previous Gov Event Name:	2016
Previous Gov Event Date:	11-01-2016
Previous Lt. Gov Event:	No
Lt. Gov Invited:	No
Forward to designee:	Yes

Venue Information

Venue Name:	Husco International
Venue Room:	Factory floor
Venue Street Address:	2239 Pewaukee Rd.
Venue City:	Waukesha
Venue State:	WI
Venue Zip:	53188

Venue County:	
Indoors/Outdoors:	Indoors
Podium Provided:	Yes
Amplified Sound:	Yes

Contact Information

First Name:	Carrie
Last Name:	Phillips
Primary Phone:	(202) 489-8979
Cell Phone (if different):	
Email:	carrie@farmersforfreetrade.com
Alt Contact?:	No

Media Information

Event Open to Media:	Yes
Media Invited:	Yes
Announcements Being Made:	Yes
Other Announcements:	Data from a study on the impact of tariffs to the Wisconsin economy will be released.

To view this submission, log in at <https://walker.wi.gov/user> and then click the following link:
<https://walker.wi.gov/node/3043/submission/27676>

From: [Heinemann, Jack A - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: RE: Sec. Ofc questions on reverse buyers mission
Date: Tuesday, August 7, 2018 6:06:13 PM

The initial metric for this program was based on the US DEC forecast of global cheese to increase by 500,000 m/t. US DEC forecasted that the US could capture 200,000 m/t of the 500,000m/t. Wisconsin is 20 to 27% of the national cheese production. It was felt that Wisconsin should capture 40,000 m/t of the forecasted 200,000m/t. However, this assumption was made prior to the tariffs imposed on our major trading partners which will affect overall sales in these regions.

We will need to continue to refine the metrics.

Our factory tours went well today – our buyers were interacting with the processor’s sales people. We will be sitting down with the Lu Lu folks Thursday to develop next steps.

Other products that our buyers would like to learn more about are: deli meats, craft beers, fruits and other products.

It appears one of the best options at the State Fair will be the Wisconsin Products Pavilion. This should provide a great overview of Wisconsin Ag product and possibly spur other ideas on what they may be interested in importing.

Jack

From: Knigge, Krista M - DATCP
Sent: Monday, August 6, 2018 11:18 AM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: Sec. Ofc questions on reverse buyers mission

Lisa, Jack – congratulations on a successful start to our 1st reverse buyers mission! Maybe you know this or can ask the delegation this week – the Secretary asked if other states have been doing similar programs/reverse-buyers missions?

I look forward to the debriefing session to be scheduled with our stakeholders to understand what went well, opportunities as well as tracking measures and methods. It would be good to get and measure a baseline of products/\$\$ exported today to be able to measure that going forward for example. For some buyers, this information is in the company bios. It will also be important to stay connected with the processors to know about ongoing communications with this group.

Good luck and I look forward to reconnecting with the group on Thursday in Milwaukee.

Krista Knigge, Administrator, Division of Agriculture Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142; krista.knigge@wisconsin.gov



Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Girard, Alexander C - DATCP](#)
To: [Cosh, William - DATCP](#)
Subject: RE: Talking Points - Tariffs
Date: Monday, October 1, 2018 5:48:00 PM

Are these the talking points approved by Secretary? I would like to share with Lt. Gov's office.

Thanks,
Alex

From: Cosh, William - DATCP
Sent: Thursday, August 30, 2018 9:34 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: FW: Talking Points - Tariffs

Bill Cosh
Communications Director
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5020
Cell: (608) 513-8950
William2.Cosh@wi.gov

From: Hummell, Richard P - DATCP
Sent: Thursday, August 23, 2018 2:17 PM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Cc: Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: Talking Points - Tariffs

Good afternoon Krista and Jack,

Attached are some Talking Points related to tariffs. They have been reviewed and approved by Sec. Harsdorf.

For your convenience, I've also have included info about the IABC and its mission and services.

Thank you!

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406

rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Stout, Lisa S - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#); [Cosh, William - DATCP](#)
Subject: RE: tariff comments
Date: Wednesday, June 27, 2018 12:44:00 PM
Attachments: [image001.png](#)

A Wisconsin company has dropped out of my Food Export trade mission to China.

I heard from a WI export trading company that Mexico has dried up for them.

From: Rao, Ashwini P - DATCP
Sent: Wednesday, June 27, 2018 10:02 AM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: tariff comments

FYI--A WI company is not participating in my trade mission to Mexico due to concern over tariffs.

Ashwini

From: Stout, Lisa S - DATCP
Sent: Wednesday, June 20, 2018 1:29 PM
To: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Cc: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Subject: Fwd: tariff comments

At the Cheese Export Seminar yesterday, a company mentioned that a shipment to Mexico was turned away at the border by the Mexican customer who is taking pre-emptive action before tariffs are actually imposed, by canceling the order.

Their customers are anxious about the current rhetoric in the press.

Lisa Stout
Economic Development Consultant
International Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126 Cell: (608)514-4538
Lisa.stout@wisconsin.gov

Begin forwarded message:

From: "Schmitt, Kathy M - DATCP" <Kathy.Schmitt@wisconsin.gov>

Date: June 20, 2018 at 10:37:00 AM CDT

To: "Swenson, Jeffrey A - DATCP" <Jeffrey.Swenson@wisconsin.gov>, "Henderson-Guenther, Deb A - DATCP" <Deb.HendersonGuenther@wisconsin.gov>, "Monsen, Norm E - DATCP" <Norm.Monsen@wisconsin.gov>, "Stout, Lisa S - DATCP" <Lisa.Stout@wisconsin.gov>, "Rao, Ashwini P - DATCP" <Ashwini.Rao@wisconsin.gov>, "Lu, Jennifer Y - DATCP" <Jennifer.Lu@wisconsin.gov>, "Sullivan, Angie C - DATCP" <Angie.Sullivan@wisconsin.gov>

Subject: tariff comments

Please respond to Alex if you have received any formal comments.

Thanks.

Kathy Schmitt

Interim Division Administrator, Agricultural Development
Bureau Director, Farm and Agribusiness Services
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5048
Cell Phone: (608) 220-9296
Fax: (608) 224-5107
Kathy.schmitt@Wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: Girard, Alexander C - DATCP

Sent: Wednesday, June 20, 2018 10:27 AM

To: Andre, Ashley K - DATCP <Ashley.Andre@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Schmitt, Kathy M - DATCP <Kathy.Schmitt@wisconsin.gov>; Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>

Cc: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>; Ripp, Keith - DATCP <Keith2.Ripp@wisconsin.gov>

Subject: Request

Importance: High

Good morning,

Will is looking for any correspondence and formal comment that DATCP may have received regarding the proposed and implemented series of tariffs, including any comments on retaliatory tariffs on US products.

If we have any information or correspondence, in summary, I am looking to

develop a list of all contact received on this from stakeholders/industry regarding this ongoing and developing issue.

Thanks,
Alex

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114



From: [Heinemann, Jack A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: RE: TF 2.0 Markets Sub-Committee Meeting Logistics
Date: Friday, October 26, 2018 4:07:02 PM

Brayden has been working on food outside of dairy.

Please find my thoughts below regarding your upcoming presentation. I put \$\$ signs behind the topics that will need outside funding.

Market Development:

- Collaborate with US Dairy Export Council (US DEC) to promote Wisconsin Dairy Products in location where US DEC have in-country representatives. We are able to tap into their knowledge base as well as their marketing activities in an effort to promote Wisconsin Dairy products.
- Collaborate with Food Export Midwest to encourage Wisconsin cheese producers to participate in targeted trade shows and trade missions. Better use of Food Export Branded program.
- Target key high-end grocery chains/retail stores in regions (i.e. LuLu – Middle East, Jenny Wang – China) to develop in-store promotional programs for Wisconsin dairy products. \$\$
- Develop programs where our producers can pursue long-term contracts with airlines, food service or other large customers. Identification of these customers should be done when our team goes to major international food shows. \$\$
- Develop pricing support programs that will allow producers to provide long-term (annual) pricing for specific products such as butter. \$\$
- Develop targeted regional social media campaigns to create consumer awareness of Wisconsin Dairy
- Participate in USDA led trade missions. \$\$
- Reverse buyers missions – provide Wisconsin experience. \$\$
- Targeted Governor's and/or Secretary led trade missions. \$\$
- Funding to develop Wisconsin Dairy pavilion at targeted trade shows \$\$

Market Access

- This focus area is currently being worked on by US Dairy Export Council and/or USDA. Their team continues to work with governments to improve market access. This is a federal issue and needs to be addressed on the National level.
- US DEC continues to work with foreign governments to minimize and/or eliminate the effects of Geo Indicators. The EU continues to try to work GIs into their free trade agreements.

Market Opportunities

- Using secondary research data (i.e. Euromonitor and/or other data source) to identify growth markets. \$\$
- In collaboration with US DEC identify target market opportunities
- Develop Sector Analysis reports for target regions to identify how viable specific regions are to pursue. \$\$

Exports-focus on specialty items and away from fluctuating commodity base

- This will require the development of a plan for producers to ship than container load. A consolidation strategy for Wisconsin should be developed. \$\$

Access to export markets, geographic indicators, tariffs, regulations, trade agreements

- This is handled through US DEC and USDA. Our producers can express their ideas/concerns through Federal representatives.
 - NASDA continues to push these topics
 - National Governors Association can push these topics
-

From: Knigge, Krista M - DATCP
Sent: Friday, October 26, 2018 10:49 AM
To: Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>
Subject: Fwd: TF 2.0 Markets Sub-Committee Meeting Logistics

Jack - in preparation for my meeting next Tuesday, (see issues noted in the info attachment) is there any preliminary information you can share with Braydon's market research work or other information you can provide?

Thank you-

Krista Knigge
Administrator - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5142
krista.knigge@wisconsin.gov

From: Kline, Neil R - DATCP <neil.kline@wisconsin.gov>
Sent: Tuesday, October 23, 2018 10:21 AM
To: Kline, Neil R - DATCP
Subject: TF 2.0 Markets Sub-Committee Meeting Logistics

Good Morning,

This email contains logistical information for the first meeting of the Markets Sub-Committee of the Wisconsin Dairy Task Force 2.0. The sub-committee will meet at 10AM on Tuesday, October 30th, 2018 at the Offices of the Wisconsin State Patrol in Tomah. The address is listed below:

Wisconsin State Patrol-Tomah Post
23928 Lester McMullen Drive
Tomah, WI 54660

Lunch will be provided.

Attached to this email are two documents. The Sub-Committee Information document lists the membership of the sub-committee as well as the issues that were identified at the August meeting. The Sub-Committee Charge document identifies 4 tasks that the sub-committee will work to address over the course of the Task Force.

Please review these documents to ensure that our time together is effectively used.

If you have any questions, please don't hesitate to let me know.

--

Neil Kline
Communications Specialist-Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-4520
Cell Phone: (715) 554-3441
Neil.Kline@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Heinemann, Jack A - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Cc: [Knigge, Krista M - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: RE: TIME SENSITIVE: Lt. Governor Briefing Information
Date: Tuesday, October 2, 2018 10:22:56 AM
Attachments: [FW USDA announcement.msg](#)
[Trip Report AMC General Meeting.docx](#)

The briefing document you provide looks good. Attached please find more background information regarding DATCP's interaction with the group. If you need more information please feel free to discuss.

Jack

From: Girard, Alexander C - DATCP
Sent: Monday, October 1, 2018 7:20 PM
To: Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov>; Heinemann, Jack A - DATCP <Jack.Heinemann@wisconsin.gov>; Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: TIME SENSITIVE: Lt. Governor Briefing Information
Importance: High

Hi Krista & Jennifer,

The attached briefing is for the Lt. Governor for tomorrow afternoon regarding the impacts of Chinese tariffs on mink producers in Wisconsin. I apologize for the quick turnaround; however, we received this request today later in the afternoon.

Please let me know by **10:30am** on Tuesday, 8/2 if you have anything further to add or suggest editing for purposes of clarity or accuracy.

I appreciate your time on this as you are all busy with World Dairy Expo!

Thanks,
Alexander

Alexander Girard
Legislative Advisor
Wisconsin Department of Agriculture,
Trade and Consumer Protection
Phone: (608) 224-5114
Cell: (608) 807-9425
AlexanderC.Girard@wisconsin.gov



From: [Karen Gefvert](#)
To: [Jennifer Spall](#); [Stamm, Christine A - DATCP](#); [Matt McAlvanah](#); [Amy Eckelberg](#); [Angela Hofmann](#)
Subject: RE: Updated run of show
Date: Tuesday, May 29, 2018 10:20:43 AM
Attachments: [Draft WI run of show.docx](#)

Good morning, everyone.

A few things to kick off Tuesday morning.

1. I have heard from participants in tomorrow's event that they have not received any information from Farmers for Free Trade regarding a tentative agenda or specifically what the expectations are for their participation tomorrow. Do you have a cleaned-up version of tomorrow's agenda and a description of what we'd like the panel participants to share that could be sent to each of them ASAP today so they are prepared for tomorrow?
2. I have made a slight edit to the updated agenda that was sent out Friday. I have separated the Attendees into two categories: Attendees and Round Table Participants. It was somewhat confusing to have Sheila and Jim included in the attendees when they are separate speakers, and I believe there are other attendees that don't plan to participate on the panel but just attend and listen. I hope this makes a bit more sense and gives a little differentiation between who is doing what.

Looking forward to seeing most of you tomorrow. I too will plan to arrive at Arlington well in advance of the event start time.

Karen

Karen Gefvert
608.828.5713 | kgefvert@wfbf.com

From: Jennifer Spall <jennifer.spall@worldstrategies.net>
Sent: Friday, May 25, 2018 11:17 AM
To: Stamm, Christine A - DATCP <Christine.Stamm@wisconsin.gov>; Matt McAlvanah <matt@monumentpolicy.com>; Amy Eckelberg <aeckelberg@wfbf.com>; Angela Hofmann <Angela.Hofmann@worldstrategies.net>
Cc: Karen Gefvert <kgefvert@wfbf.com>; Aaron Stauffacher <astauffacher@widba.com>
Subject: Updated run of show

Happy Friday everyone---we've had some more RSVPs overnight and we are looking like we are in good shape for diversity of attendees. I'm attaching the updated run of show and the banner that we will have at the event. We are continuing to work with US Grains/Wheat to see if they are sending a rep, as well as with the National Retail Association to see if a local representative or member can attend.

On the social media side, I'll be asking everyone for Twitter user names or other social tags they would like us to use for the event. I'll also be circulating a note to participants that will ask them to tell us if they do not want to do media. Matt sent out the media advisory yesterday and Monument

will continue to do follow ups regarding the event.

I'm not sure if you saw this piece this morning, it's from a partner of ours at Trade Vistas on the WI ginseng market: https://tradevistas.csis.org/wisconsin-farmers-rooting-ginseng-tariffs/?utm_source=Members&utm_campaign=84f50cbd07-EMAIL_CAMPAIGN_2018_05_25_02_51_COPY_01&utm_medium=email&utm_term=0_e842221dc2-84f50cbd07-207502937

I arrive in Madison late Tuesday afternoon and will head to Arlington about an hour before the meeting to set up. My cell is 425-442-1341 if anyone has any questions.

See you all next week, have a great Memorial Day weekend!

Jennifer

From: [Stout, Lisa S - DATCP](#)
To: [Heinemann, Jack A - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Gandara, Enrique R - DATCP](#); [Rao, Ashwini P - DATCP](#)
Subject: RE: USDA announcement
Date: Thursday, August 30, 2018 9:59:00 AM

This relates to the email that Tim Hamilton of Food Export sent this week.

From: Heinemann, Jack A - DATCP
Sent: Thursday, August 30, 2018 8:41 AM
To: Lu, Jennifer Y - DATCP <Jennifer.Lu@wisconsin.gov>; Gandara, Enrique R - DATCP <Enrique.Gandara@wisconsin.gov>; Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>; Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov>
Subject: USDA announcement

Below are a few more details on the \$12B programs being made available

USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation

(Washington, D.C., August 27, 2018) – U.S. Secretary of Agriculture Sonny Perdue today announced details regarding actions the U.S. Department of Agriculture (USDA) will take to assist farmers in response to trade damage from unjustified retaliation by foreign nations. President Donald J. Trump directed Secretary Perdue to craft a short-term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. As [announced last month](#), USDA will authorize up to \$12 billion in programs, consistent with our World Trade Organization obligations.

“Early on, the President instructed me, as Secretary of Agriculture, to make sure our farmers did not bear the brunt of unfair retaliatory tariffs. After careful analysis by our team at USDA, we have formulated our strategy to mitigate the trade damages sustained by our farmers. Our farmers work hard, and are the most productive in the world, and we aim to protect them,” said Secretary Perdue.

These programs will assist agricultural producers to meet the costs of disrupted markets:

- USDA’s Farm Service Agency (FSA) will administer the Market Facilitation Program (MFP) to provide payments to corn, cotton, dairy, hog, sorghum, soybean and wheat producers starting September 4, 2018. This is the first payment period. The second payment period, if warranted, will be determined by USDA.
- USDA’s Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities unfairly targeted by unjustified retaliation. USDA’s Food and Nutrition Service (FNS) will distribute these commodities through nutrition assistance

programs such as The Emergency Food Assistance Program (TEFAP) and child nutrition programs.

- Through the Foreign Agricultural Service’s (FAS) Agricultural Trade Promotion Program (ATP), \$200 million will be made available to develop foreign markets for U.S. agricultural products. The program will help U.S. agricultural exporters identify and access new markets and help mitigate the adverse effects of other countries’ restrictions.

“President Trump has been standing up to China and other nations, sending the clear message that the United States will no longer tolerate their unfair trade practices, which include non-tariff trade barriers and the theft of intellectual property. In short, the President has taken action to benefit all sectors of the American economy – including agriculture – in the long run,” **said Secretary Perdue**. “It’s important to note all of this could go away tomorrow, if China and the other nations simply correct their behavior. But in the meantime, the programs we are announcing today buys time for the President to strike long-lasting trade deals to benefit our entire economy.”

Background on Market Facilitation Program:

MFP is established under the statutory authority of the Commodity Credit Corporation (CCC) and administered by FSA. For each commodity covered, the payment rate will be dependent upon the severity of the trade disruption and the period of adjustment to new trade patterns, based on each producer’s actual production.

Interested producers can apply after harvest is 100 percent complete and they can report their total 2018 production. Beginning September 4th of this year, MFP applications will be available online at www.farmers.gov/MFP. Producers will also be able to submit their MFP applications in person, by email, fax, or by mail.

Eligible applicants must have an ownership interest in the commodity, be actively engaged in farming, and have an average adjusted gross income (AGI) for tax years 2014, 2015, and 2016 of less than \$900,000. Applicants must also comply with the provisions of the “Highly Erodible Land and Wetland Conservation” regulations. On September 4, 2018, the first of two MFP payment periods will begin. The second payment period, if warranted, will be determined by the CCC.

Market Facilitation Program

Commodity	Initial Payment Rate	Est. Initial Payment** (in \$1,000s)
Cotton	\$0.06 / lb.	\$276,900
Corn	\$0.01 / bu.	\$96,000
Dairy (milk)	\$0.12 / cwt.	\$127,400
Pork (hogs)	\$8.00 / head	\$290,300
Soybeans	\$1.65 / bu.	\$3,629,700
Sorghum	\$0.86 / bu.	\$156,800
Wheat	\$0.14 / bu.	\$119,200
Total		\$4,696,300

**** Initial payment rate on 50% of production**

The initial MFP payment will be calculated by multiplying 50 percent of the producer's total 2018 actual production by the applicable MFP rate. If CCC announces a second MFP payment period, the remaining 50 percent of the producer's total 2018 actual production will be subject to the second MFP payment rate.

MFP payments are capped per person or legal entity at a combined \$125,000 for dairy production or hogs. Payment for dairy production is based off the historical production reported for the Margin Protection Program for Dairy (MPP-Dairy). For existing dairy operations, the production history is established using the highest annual milk production marketed during the full calendar years of 2011, 2012, and 2013. Dairy operations are also required to have been in operation on June 1, 2018 to be eligible for payments. Payment for hog operations will be based off the total number of head of live hogs owned on August 1, 2018.

MFP payments are also capped per person or legal entity at a combined \$125,000 for corn, cotton, sorghum, soybeans and wheat.

For more information on the MFP visit www.farmers.gov/MFP or contact your local FSA office, which can be found at www.farmers.gov.

Background on Food Purchase and Distribution Program:

The amounts of commodities to be purchased are based on an economic analysis of the damage caused by unjustified tariffs imposed on the crops listed below. Their damages will be adjusted based on several factors and spread over several months in response to orders placed by states participating in the FNS nutrition assistance programs.

Food Purchases

Commodity	Target Amount (in \$1,000s)
Apples	\$93,400
Apricots	\$200
Beef	\$14,800
Blueberries	\$1,700
Cranberries	\$32,800
Dairy	\$84,900
Figs	\$15
Grapefruit	\$700
Grapes	\$48,200
Hazelnuts	\$2,100
Kidney Beans	\$14,200
Lemons/Limes	\$3,400
Lentils	\$1,800
Macadamia	\$7,700
Navy Beans	\$18,000
Oranges (Fresh)	\$55,600

Orange Juice	\$24,000
Peanut Butter	\$12,300
Pears	\$1,400
Peas	\$11,800
Pecans	\$16,000
Pistachios	\$85,200
Plums/Prunes	\$18,700
Pork	\$558,800
Potatoes	\$44,500
Rice	\$48,100
Strawberries	\$1,500
Sweet Corn	\$2,400
Walnuts	\$34,600
Total	\$1,238,800

Program details yet to be determined

Commodity	Target Amount (in \$1,000s)
Almonds	\$63,300
Sweet Cherries	\$111,500
Total	\$174,800

Products purchased will be distributed by FNS to participating states, for use in TEFAP and other USDA nutrition assistance programs.

Purchasing:

AMS will buy affected products in four phases. The materials purchased can be adjusted between phases to accommodate changes due to: growing conditions; product availability; market conditions; trade negotiation status; and program capacity.

AMS will purchase known commodities first. By purchasing in phases, procurements for commodities that have been sourced in the past can be purchased more quickly and included in the first phase.

Vendor Outreach:

To expand the AMS vendor pool and the ability to purchase new and existing products, AMS will ramp up its vendor outreach and registration efforts. AMS has also developed flyers on how the process works and how to become a vendor for distribution to industry groups and interested parties. Additionally, AMS will continue to host a series of free webinars describing the steps required to become a vendor. Stakeholders will have the opportunity to submit questions to be answered during the webinar, or to be included in a Frequently Asked Questions document. Recorded webinars are available to review by potential vendors, and staff will host periodic Question and Answer teleconferences to better explain the process.

Product Specifications:

AMS maintains purchase specifications for a variety of commodities,

which ensure recipients receive the high-quality product they expect. AMS in collaboration with FNS regularly develops and revises specifications for new and enhanced products based on program requirements and requests and will be prioritizing the development of those products impacted by unjustified retaliation. AMS will also work with industry groups to identify varieties and grades sold to China and other offshore markets such as premium apples, oranges, pears and other products. AMS will develop or revise specifications to facilitate the purchase of these premium varieties in forms that meet the needs of FNS nutrition assistance programs.

Outlets:

AMS purchases commodities for use in FNS programs such as the National School Lunch Program, TEFAP and other nutrition assistance programs. AMS is working closely with FNS to distribute products to State Agencies that participate in USDA nutrition assistance programs as well as exploring other outlets for distribution of products, as needed.

To the extent possible, FNS will identify items for distribution that are appropriate for each potential outlet. The products discussed in this plan will be distributed to States for use in the network of food banks and food pantries that participate in TEFAP, elderly feeding programs such the Commodity Supplemental Foods Program, and tribes that operate the Food Distribution Program on Indian Reservations.

These outlets are in addition to child nutrition programs such as the National School Lunch Program, which may also benefit from these purchases.

Distribution:

AMS has coordinated with the Office of the Chief Economist, FNS, Industry, and other agency partners to determine necessary logistics for the purchase and distribution of each commodity including trucking, inspection and audit requirements, and agency staffing.

Background on Agricultural Trade Promotion Program:

The FAS will administer the ATP under authorities of the CCC. The ATP will provide cost-share assistance to eligible U.S. organizations for activities such as consumer advertising, public relations, point-of-sale demonstrations, participation in trade fairs and exhibits, market research, and technical assistance. Applications for the ATP will be accepted until November 2, 2018 or until funding is exhausted. Funding should be allocated to eligible participants in early 2019. The ATP is meant to help all sectors of U.S. agriculture, including fish and forest product producers, mainly through partnerships with non-profit national and regional organizations.

Agricultural Trade Promotion Program

	Est. Amount (in \$1,000s)
Ag Products Total	\$200,000

###

Katie Zenk

House Agriculture Committee
Ranking Member Collin C. Peterson (D-MN)

Caution: This message originated from outside of the organization. Do not click on links or open attachments unless you recognize the sender and know the content is safe.

Subject: RE: WEKZ radio
Date: Tuesday, August 19, 2014 5:24:33 PM

TALKING POINTS DOCUMENT

Re: WEKZ interview with Dan Smith

To: Dan Smith

From: Ashwini Rao, International Trade Team

Staff Contact for event: Ashwini Rao, 608-224-5119

EVENT INFORMATION

When: WEKZ interview, 6:15am

Where: n/a

Event Goals/Mission: To provide information about the increase in agricultural exports in the past six months. To also share information about the Trade Team's services and various upcoming activities.

GENERAL INFORMATION

Main points to note: Wisconsin Agricultural Export Highlights / January – June 2014 (Quarters 1&2)

Wisconsin exported \$1.9 billion in agricultural products to 128 countries in the first half of 2014, a 17 percent increase in value compared to the same period last year.

Wisconsin now ranks 12th among U.S. states in agricultural exports.

Wisconsin ranked first in the export of bovine genetics, whey, ginseng, prepared/preserved sweet corn and mink fur skins. Wisconsin ranked second in the export of cheese and prepared/preserved cranberries.

Exports of ALL dairy products including dairy derivatives* in the first half of 2014 were valued at \$273 million, a 30 percent increase compared to the same period last year. Wisconsin ranked third among U.S. states in the export of these products.

Total U.S. agricultural exports were valued at \$88 billion, an increase of 12 percent compared to the same period last year.

Total Wisconsin exports, including manufactured goods, were valued at \$11.6 billion, a .77 percent decrease from the same period last year.

Wisconsin Top Five Markets for Agricultural Exports

Country	Value	% Increase
Canada	\$ 934 million	17%
Mexico	\$ 160 million	36%
China	\$ 157 million	5%
Korea	\$ 101 million	40%
Japan	\$ 71 million	11%

Wisconsin Top Five Agricultural Exports

Product	Value	% Increase
Dairy/Eggs/Honey**	\$273 million	30%
Hides/Skins	\$240 million	42%
Miscellaneous Food	\$191 million	32%
Beverages	\$152 million	7%
Preserved Food	\$111 million	18%

*Starting in 2014, DATCP began reporting exports in the dairy derivatives category. Examples of dairy derivatives are lactose and casein. These exports had been included in the total agricultural exports in the past but had not been highlighted on their own or reported in combination with dairy product exports. Including dairy derivatives in the report brings DATCP's export report in line with the U.S. Dairy Export Council's reporting.

Country Breakdown for Exports of interest:

Dairy products (HS# 04)

Country

First Half 2013

First Half 2014

Percent Increase/Decrease

World

170,922,148

238,867,009

39.75
Mexico
42,164,522
52,345,929
24.15
Canada
27,645,039
36,871,652
33.38
China
14,762,722
35,087,718
137.68
Japan
16,616,385
14,612,172
-12.06
Egypt
6,621,893
11,535,859
74.21
Dairy Derivatives (HS# -- numerous)
Country
First Half 2013
First Half 2014
Percent Increase/Decrease
World
\$39 million
\$34 million
-12.73
Canada
\$16 million
\$16 million
-4.7
Vietnam
\$2 million
\$4 million
118.25
China
\$4 million
\$3 million
-22.65
Brazil
\$5 million
\$2 million
-59.46
Mexico
\$2 million
\$2 million
-10.41
Cheese (HS# 0406)
Country
First Half 2013
First Half 2014
Percent Increase/Decrease
World
\$79 million

\$98 million
 24
 Mexico
 \$34 million
 \$46 million
 35
 Canada
 \$12 million
 \$14 million
 12
 Japan
 \$12 million
 \$9 million
 (-27)
 Panama
 \$3 million
 \$4 million
 29
 Philippines
 \$1 million
 \$3 million
 181
 Whey (HS# 040410)
 Country
 First Half 2013
 First Half 2014
 Percent Increase/Decrease
 World
 \$71 million
 \$94 million
 33
 China
 \$13 million
 \$32 million
 138
 Canada
 \$14 million
 \$22 million
 50
 Vietnam
 \$4 million
 \$8 million
 94
 Japan
 \$5 million
 \$4 million
 -18
 Thailand
 \$3 million
 \$3 million
 15

About the International Trade Team:

The Wisconsin Department of Agriculture, Trade and Consumer Protection hosts the International Trade Team.

Wisconsin companies, whether new to exporting or a seasoned international business, can benefit from the Team's extensive knowledge and trade expertise. Services include:

Business Counseling, which are primarily one-on-one consultations to:

Evaluate a company's export potential

Provide guidance on the mechanics of the export process

Discuss available resources and potential strategies for new or expanding markets

Connect to other resource providers.

Export Seminars: Education workshops around the state cover a wide range of topics from exporter basics to detailed sessions on trade regulations, tariffs and insurance to market characteristics. We have one scheduled for September 30 at Waukesha County Technical College.

Access to financing, resources: Customized export assistance on federal funding that might be available for companies exporting food and agricultural products.

Upcoming International Trade Team activities:

Date

Event Title

Event Type

8/25/2014

Cranberry Reverse Buyers Mission: Providing an opportunity for Wisconsin cranberry suppliers to meet with Chinese buyers. The Chinese delegation will, during their short trip, learn about cranberry nutrition and preparation and tour processing plants.

Buyers mission

8/26/2014

DATCP/Madison International Trade Association Session: Providing an opportunity for Wisconsin businesses to understand their product's demand and ways of doing business in China.

Presentation

9/15-9/18/2014

USSEC Global Soy Conference: Providing an opportunity for Wisconsin businesses to exhibit at a premier global show for soybeans.

Exhibitors can meet with more than 200 buyers from more than 40 countries and several hundred industry experts at this global event.

Connect with new distributors or build relationships with existing distributors

Network with in-market representatives to learn more about emerging markets and the potential for your products!

Information

9/30-10/4/2014

World Dairy Expo: Bringing international delegations to the Expo. Touring numerous farms, facilities to showcase the technology, equipment and livestock genetics that Wisconsin has to offer.

Tradeshow

9/30-10/3/2014

Midwest Value-Added Feed Buyers Mission: Madison & Minneapolis at World Dairy Expo – set up one-on-one meetings with Wisconsin suppliers of animal feed, farm equipment, etc. with international buyers.

Tradeshow

From: [Rao, Ashwini P - DATCP](#)
To: [Pino-Gallagher, Jen S - DATCP](#); [Dick, James F - DATCP](#)
Cc: [Smith, Daniel G - DATCP](#)
Subject: RE: WEKZ radio
Date: Tuesday, August 19, 2014 5:24:33 PM
Attachments: [WEKZ interview DanSmith.docx](#)

Jen, Jim, Dan: See attached for a draft.

Jen: when you say "include the detailed talking points documents", I'm assuming you are referring to the detailed export statistics document. Doing so might be information overload, so I only included information for the products that come out of the county – so dairy, cheese, dairy derivatives, whey. Let me know if you have other thoughts.

Regards

Ashwini

From: Pino-Gallagher, Jen S - DATCP
Sent: Tuesday, August 19, 2014 1:52 PM
To: Rao, Ashwini P - DATCP
Subject: Fwd: WEKZ radio

Ashwini would you prepare a talking points packet for Dan's interview. Include the detailed talking points document. A list of upcoming events - not the full calendar just the details on what the trade team is doing. Can you email these to dan by end of day? Thanks.

Jen Pino-Gallagher

Bureau Director

Market Development

Wi. Department of Agriculture, Trade and Consumer Protection

Ph. 608-224-5125

Mobile: 608-616-3257

E. Jen.pinogallagher@wi.gov

Sorry if this message appears brief, I've sent it from my iPhone

Begin forwarded message:

From: "Dick, James F - DATCP" <James.Dick@wisconsin.gov>
Date: August 19, 2014 at 1:03:58 PM CDT
To: "Pino-Gallagher, Jen S - DATCP" <Jen.PinoGallagher@wisconsin.gov>, "Smith, Daniel G - DATCP" <DanielG.Smith@wisconsin.gov>
Cc: "Ames, Ann Marie - DATCP" <AnnMarie.Ames@wisconsin.gov>
Subject: RE: WEKZ radio

Got it.

I'll them Dan will be the guest. Jen, cc me on those points so I can also send to Scott's producer so they know what we're prepared to cover.

Jim Dick

Communications Director

Wisconsin Department of Agriculture, Trade and Consumer Protection

(office) 608-224-5020

(cell) 608-513-8950

jim.dick@wi.gov



From: Pino-Gallagher, Jen S - DATCP

Sent: Tuesday, August 19, 2014 12:57 PM

To: Smith, Daniel G - DATCP; Dick, James F - DATCP

Subject: Re: WEKZ radio

Dan. Thank you so much. I will get you all the talking points tomorrow. Jim. Dan can do the interview! Thanks all!

Jen Pino-Gallagher

Bureau Director

Market Development

Wi. Department of Agriculture, Trade and Consumer Protection

Ph. 608-224-5125

Mobile: 608-616-3257

E. Jen.pinogallagher@wi.gov

Sorry if this message appears brief, I've sent it from my iPhone

On Aug 19, 2014, at 12:20 PM, "Smith, Daniel G - DATCP"

<DanielG.Smith@wisconsin.gov> wrote:

Sure. I know Scott and have done these interviews before. Just need talking points and statistics.

Dan

From: Pino-Gallagher, Jen S - DATCP

Sent: Tuesday, August 19, 2014 11:39 AM

To: Smith, Daniel G - DATCP

Subject: Fwd: WEKZ radio

Dan. Would you be willing available to do a radio interview on Thursday? My husband will be out of town that morning and I can't guarantee in can keep my kids asleep/quiet at the time of the interview! Let me know your thoughts. I could prep you.

Jen Pino-Gallagher

Bureau Director

Market Development

Wi. Department of Agriculture, Trade and Consumer Protection

Ph. 608-224-5125

Mobile: 608-616-3257

E. Jen.pinogallagher@wi.gov

Sorry if this message appears brief, I've sent it from my iPhone

Begin forwarded message:

From: "Dick, James F - DATCP" <James.Dick@wisconsin.gov>
Date: August 18, 2014 at 7:46:46 AM CDT
To: "Pino-Gallagher, Jen S - DATCP"
<Jen.PinoGallagher@wisconsin.gov>
Cc: "Ames, Ann Marie - DATCP"
<AnnMarie.Ames@wisconsin.gov>
Subject: **WEKZ radio**

Jen,

I know you did one of these WEKZ radio interviews before but it's been a while and with the 2nd quarter numbers out I thought may be a good time to pitch exporting to the Monroe audience one again.

Would you be available this Thursday morning at 6:15 am for the live interview with Scott Thompson on WEKZ in Monroe? It's part of our regular every-third-Thursday of the month schedule.

Jim Dick

Communications Director
Wisconsin Department of Agriculture, Trade and Consumer
Protection
(office) 608-224-5020
(cell) 608-513-8950
jim.dick@wi.gov

From: [Moll, Keeley A - DATCP](#)
To: [Girard, Alexander C - DATCP](#); [Ripp, Keith - DATCP](#); [Cosh, William - DATCP](#)
Subject: RE: WI Ag Impacts - Tariffs
Date: Thursday, August 30, 2018 1:32:22 PM

I would consider encouraging her to contact the individual commodity groups if she wants a more direct contact on short term or long term implications. Many of them (Corn, Soy, Cranberry, etc) have been pretty vocal.

Keeley Moll
Deputy Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5035
Keeley.Moll@Wisconsin.gov

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From: Girard, Alexander C - DATCP
Sent: Thursday, August 30, 2018 12:20 PM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>; Ripp, Keith - DATCP <Keith2.Ripp@wisconsin.gov>; Cosh, William - DATCP <William2.Cosh@wisconsin.gov>
Subject: RE: WI Ag Impacts - Tariffs

Hi Keeley,

Can I can respond with the following?

Hi Elise,

Thank you for reaching out to our Department regarding more information on this important matter. As I am sure you are aware, this is an ongoing issue that changes rapidly on the federal level. As a state agency, our Department does not have authority over the current and ongoing federal trade policies and tariffs.

However, we recognize the importance of exports for growing Wisconsin's economy and the agricultural industry. Therefore, DATCP's mission continues to be to focus on market development, both domestic and international, by helping Wisconsin companies find exporting success through our programs and services offered by the Department's International Agribusiness Center (IABC). Wisconsin food and agricultural products remain in demand by consumers worldwide and we are committed to serving Wisconsin producers and processors by helping them explore new markets, while also maintaining and expanding existing export markets.

I hope this information has been helpful, please do not hesitate to contact me if you have any further questions.

Thanks,
Alexander

From: Nelson, Elise <EliseNelson@alliantenergy.com>
Sent: Thursday, August 30, 2018 9:11 AM
To: Moll, Keeley A - DATCP <Keeley.Moll@wisconsin.gov>
Subject: WI Ag Impacts - Tariffs

Hi, Keeley-

Hope you're well and enjoying the last of summer ☺

Has the department performed analysis on the impacts of recent federal tariffs on Wisconsin's ag industry? If so, could you please share?

Thank you!

Elise Nelson | Manager of Public Affairs

ALLIANT ENERGY

4902 N. Biltmore Ln. | Madison, WI 53718

Office: (608) 458-6330

alliantenergy.com | EliseNelson@alliantenergy.com

From: [Girard, Alexander C - DATCP](#)
To: [Nupson, Kristen - LTGOV](#)
Subject: RE: Wisconsin Mink Farms
Date: Tuesday, October 2, 2018 10:34:00 AM
Attachments: [Briefing Information on Wisconsin Mink and Trade - Final.docx](#)

Hi Kristen,

Please find attached for information on Wisconsin's mink production, exports, DATCP International Agribusiness Center's interaction summary with NAFA, and USDA's recent tariff mitigation programs.

I hope this information is helpful, please do not hesitate to contact me if you have any further questions or concerns.

Thanks,
Alexander

Alexander Girard
Legislative Advisor
Wisconsin Department of Agriculture,
Trade and Consumer Protection
Phone: (608) 224-5114
Cell: (608) 807-9425
AlexanderC.Girard@wisconsin.gov



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From: [Girard, Alexander C - DATCP](#)
To: [Andre, Ashley K - DATCP](#); [Heinemann, Jack A - DATCP](#); [Schmitt, Kathy M - DATCP](#); [Stamm, Christine A - DATCP](#)
Cc: [Moll, Keeley A - DATCP](#); [Ripp, Keith - DATCP](#)
Subject: Request
Date: Wednesday, June 20, 2018 11:27:13 AM
Attachments: [image001.png](#)
Importance: High

Good morning,

Will is looking for any correspondence and formal comment that DATCP may have received regarding the proposed and implemented series of tariffs, including any comments on retaliatory tariffs on US products.

If we have any information or correspondence, in summary, I am looking to develop a list of all contact received on this from stakeholders/industry regarding this ongoing and developing issue.

Thanks,
Alex

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114



From: [Girard, Alexander C - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Andre, Ashley K - DATCP](#); [Cosh, William - DATCP](#)
Subject: REQUESTED INPUT: U.S-Mexico-Canada (USMCA) Trade Letter
Date: Wednesday, October 10, 2018 12:23:22 PM
Attachments: [U.S.-Mexico-Canada Trade Agreement Letter - AG Draft.docx](#)

Hi Krista, Ashley & Bill,

Please see attached for a draft letter regarding the U.S.-Mexico-Canada (USMCA) trade agreement and its impacts on Wisconsin agriculture.

Please review this letter for accuracy and for any suggested content **by Thursday, 10/11 at the end of the day**. It is the goal to have this letter for her review on Friday morning before she leaves the office for the week.

I appreciate your assistance and expertise on this matter!

Thanks,
Alex

Alexander Girard

Legislative Advisor

Wisconsin Department of Agriculture,

Trade and Consumer Protection

Phone: (608) 224-5114

Cell: (608) 807-9425

AlexanderC.Girard@wisconsin.gov



From: [Jennifer Spall](#)
To: ["Karen Gefvert"; Stamm, Christine A - DATCP](#)
Cc: [Angela Hofmann](#)
Subject: Suggested questions for tomorrow
Date: Tuesday, May 29, 2018 2:26:30 PM

Suggestions that we will use to guide the conversation and/or Sec. Harsdorf can ask participants.

The situation with the White House continues to evolve, but these are the questions that we are hearing from DC:

1. NAFTA & WI---issues that need addressed (ie: dairy loophole) as well as opportunities moving forward. What needs modernized, what has worked well?
2. If the steel tariff exemption isn't extended this week to apply to Canada, Mexico and the EU ---should we anticipate retaliation?
3. What impacts are you already seeing with respect to sales and/or increased input costs?
4. Mexico recently shifted supply chains away from the US and to Brazil, Argentina and other countries for commodities like wheat and corn. Are you anticipating difficulty with the sale of crops being planted now?
5. There appears to be a sense that if we lose some markets now, it is temporary and will be reinstated immediately. We know this not to be true---how many of you were involved in opening up new markets (ie: beef & KORUS, China)?
Tell us about your experience relationship building overseas and how tariffs may impact these markets.
6. We are hearing anecdotal stories about rising costs of chemicals, storage tanks, implements and other tools critical to business. Are you seeing any of your costs increasing?
7. Members of Congress have expressed concern that access to farm credit may be impacted in light of the uncertain trade climate, have you or your members experienced anything they can share?
8. The administration has suggested that they can develop programs to help farmers and commodities impacted by tariffs---do you support this concept or is there another path?
9. With a late planting season, declining profits and increased costs---what can be done to help out our farmers and producers?

From: [Huibregtse, Ashley K - DATCP](#)
To: [Dick, James F - DATCP](#)
Subject: Summit Materials
Date: Thursday, October 13, 2011 1:28:13 PM
Attachments: [AgDevelopmentResources.pdf](#)
[GotMoola.pdf](#)
[LocalFoodMarketingGuide.pdf](#)
[WIInternationalTradeTeam.pdf](#)

Jim,

Find four documents attached that could be used on the jump drive for the Summit: Ag Development Resource List, Got Moola, Local Food Marketing Guide, and Wisconsin International Trade Team Information. The Ag Development Resource List is currently being updated, but it is not completed at this time so this is the most recent.

Thank you!

Ashley Huibregtse

Communications Specialist – Senior

Wisconsin Department of Agriculture, Trade & Consumer Protection (DATCP)

Desk: 608-224-5002

Cell: 608-220-5067

Website: datcp.wisconsin.gov

From: [Rao, Ashwini P - DATCP](#)
To: ["jumhoefer@wischeesemakers.org"](mailto:jumhoefer@wischeesemakers.org)
Subject: Support letter
Date: Friday, October 26, 2018 9:04:00 AM
Attachments: [support letter.docx](#)

Hi John,

See attached.

Regards
Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5119
Cell Phone: 608-224-9932
Ashwini.rao@wisconsin.gov

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From: [Hummell, Richard P - DATCP](#)
To: [Walz, Sheri A - DATCP](#)
Subject: Talking Points for Trade Team
Date: Monday, October 22, 2018 3:01:00 PM
Attachments: [Talking Points - Tariffs \(2\).pdf](#)

Hi Sheri – Attached are the Talking Points on tariffs we put together for DATCP’s International Trade Team.

Thanks!

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

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From: [Carly Grether](#)
To: [Carly Grether](#)
Cc: [Amanda Culp](#)
Subject: Tariff Impact: FFT Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmers
Date: Tuesday, April 24, 2018 10:21:11 AM

Dear COSDA Members,

Please see below from Farmer for Free Trade:

FOR IMMEDIATE RELEASE – 4/24/18 CONTACT: matt@farmersforfreetrade.com

Tariff Impact: Farmers for Free Trade Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmers

FFT releases ‘Farmers Pay the Price’ a guide to how retaliatory tariffs from the 232 trade action hurt American exports of fruit, nuts, pork and other commodities

READ THE [FULL REPORT HERE](#)

(Washington, D.C.) – Farmers for Free Trade, a bipartisan campaign to rebuild support for trade at the grassroots level, today released [a new report](#) highlighting the significant impact Chinese retaliation from steel and aluminum tariffs will have on **U.S. wine, almond, walnut, pork, cherry, and many other commodity producers. The report also shows how economies of certain states will be hit hardest** as a result. This new report is a part of the ongoing effort by Farmers for Free Trade to illustrate the negative impacts tariffs on American agriculture and amplify the voices of the many farmers who will be hurt by them.

“The tariffs described in this report are a tax on American farmers. They increase the cost of exporting, depress the prices of farm futures, and end up hurting the bottom lines of farmers in states across the country,” said **Senators Richard Lugar and Max Baucus**, Co-Chairs of Farmers for Free Trade. “They also incentivize trading partners like China to look to other markets for their imports. That means that trading relationships that took decades to develop can evaporate overnight. And as many farmers and trade experts know, once you lose an export market it doesn’t come back immediately, in fact, it often takes many years for trading relationships to recover.”

Some of the top states impacted include California, Iowa, Washington, Missouri, and North Carolina. Retaliatory tariffs from the Section 232 trade action on steel and aluminum are 15 percent on all products excluding pork, which faces a 25% tariff.

Farmers for Free Trade will join with farmers from across California and the California

Secretary of Food and Agriculture on Thursday, April 26th in Sacramento for an event that will highlight the negative impacts of these tariffs on California exports. For more on that event please contact matt@farmersforfreetrade.com,

Farmers for Free Trade is a bipartisan campaign to rebuild support for trade and is dedicated to supporting and expanding the economic benefits of free trade for farmers and ranchers. It’s working to keep, enhance and advance trade agreements by lending a pragmatic voice to negotiations impacting the industry. Farmers for Free Trade is co-chaired by former U.S. Senators Max Baucus (D-MT) and Richard Lugar (R-IN). For more information, please contact info@farmersforfreetrade.com, follow us [@FarmersForTrade](#) or visit www.FarmersForFreeTrade.com.

###

From: [Stamm, Christine A - DATCP](#)
To: [Krebs, Samuel - GOV](#)
Cc: [Alexander C - DATCP Girard \(AlexanderC.Girard@wisconsin.gov\)](#)
Subject: Tariffs and Trade Information
Date: Wednesday, April 11, 2018 5:51:00 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)

Sam,

Alex Girard is having computer problems and therefore I am sending this on his behalf.

Kind regards,
Christine

Christine Stamm
Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: [Girard, Alexander C - DATCP](#)
To: [Ripp, Keith - DATCP](#)
Subject: Tariffs and Trade Information
Date: Wednesday, April 11, 2018 6:24:00 PM
Attachments: [Tariffs and Trade Information Updated 1 \(002\).docx](#)
[image001.png](#)

Hi Keith,

Please see attached for the briefing information sent over to the Governor's office.

Thanks,
Alex

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114



From: Stamm, Christine A - DATCP
Sent: Wednesday, April 11, 2018 4:52 PM
To: Krebs, Samuel - GOV <Samuel.Krebs@wisconsin.gov>
Cc: Girard, Alexander C - DATCP <AlexanderC.Girard@wisconsin.gov>
Subject: Tariffs and Trade Information

Sam,
Alex Girard is having computer problems and therefore I am sending this on his behalf.

Kind regards,
Christine

Christine Stamm

Executive Staff Assistant, Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
2811 Agriculture Drive
Madison, WI 53718
(608)224-5015
christine.stamm@wisconsin.gov

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From: [Knigge, Krista M - DATCP](#)
To: ["mwstephenson@wisc.edu"](mailto:)
Cc: [Neil R - DATCP Kline \(Neil.Kline@wisconsin.gov\)](#)
Subject: TF 2.0 markets subcommittee
Date: Thursday, October 18, 2018 1:24:00 PM
Attachments: [Dairy 2.0 Task force.pptx](#)

Mark – I drafted the attached deck for the dairy taskforce 2.0 markets subcommittee meeting at the end of the month. Is this headed in the right direction or would you like to see me cover any additional topics? Neil suggested making hardcopies for the meeting to talk from so attendees can take notes.

Thanks for your input – I'll be out of the office for a few days early next week but will be back in next Thursday if you would like to connect.

With best regards-

Krista Knigge
Administrator – Division of Agricultural Development
[Wisconsin Department of Agriculture, Trade and Consumer Protection](#)
Phone: (608) 224-5142
Email: krista.knigge@wisconsin.gov

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From: [NASDA News](#)
To: [Hummell, Richard P - DATCP](#)
Subject: This Week's NASDA News
Date: Tuesday, June 19, 2018 9:00:24 AM

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NEWS POLICY EVENTS



June 19, 2018

Mary Marple Recognized for 50 Years of Service to NASDA and NASS

NASDA Field Supervisor Mary Marple of West Virginia was recently recognized for her 50 years of dedication and outstanding service in agricultural data collection on behalf of NASS and NASDA. Mary was honored by her colleagues during the



NASS East Mountain Regional Office's survey workshop held May 17-18, 2018 at the Canaan Valley Resort in Davis, West Virginia. NASDA's NASS Program Director Charlie Ingram presented Mary with an award plaque commemorating her service

and Scott Lemmons, NASS Deputy Regional Director presented her with a gift basket and award certificate. Mary also received a monetary award from NASS and NASDA.

Mary is from Buckhannon, West Virginia and started work as a NASDA enumerator in April 1968...

[Read More](#)

China Retaliates After U.S. Tariffs Announced

The Administration announced that it will impose an additional duty of 25 percent on approximately \$50 billion worth of Chinese imports. The increased tariffs, which come in response to a Section 301 investigation finding China has engaged in forced technology transfers of U.S. technology and intellectual property, prompted the Chinese government to announce retaliatory tariffs. Among the list of US products that will be hit by higher Chinese tariffs are the

following agricultural and food goods/products: soybeans, beef, pork, fish and shellfish, cheese, nuts, and vegetables, according to an informal translation by Inside U.S. Trade.

The U.S.'s list of products contains two lines of tariffs, one containing \$34 billion worth of imports...

[Read More](#)

Farm Bill Progress on Both Sides of the Hill

The Senate Ag Committee's approval of its farm bill this week by a vote of 20 to 1 bodes well for the full Senate's consideration of the bill by July 4th.

Meanwhile, assuming an immigration deal among House Republicans sticks, the **House could re-vote on its Farm Bill as early as next Friday**. Having bills through both chambers before (or close to) July 4th is important to allow sufficient time to reconcile differences and finalize a bill before the midterms. Because the House and Senate bills differ in significant ways (particularly nutrition, conservation, commodity programs), conference negotiations to come up with a bill that can pass both houses will be challenging. **View NASDA's summary of the House and Senate Farm Bills** [here](#).

[Read More](#)

USDA Launches Interactive Map of Opioid Epidemic Resources

Assistant to the Secretary for Rural Development Anne Hazlett last week unveiled a new interactive feature on USDA's rural opioid misuse webpage. Now webpage visitors can use an interactive map to learn about, access or replicate actions rural leaders are taking in small towns across the country to address the opioid epidemic through prevention, treatment and recovery opportunities. The interactive map can be viewed at www.usda.gov/topics/opioids/resources-map.

[Read More](#)



Policy Staff Contacts

Barb Glenn – CEO

barb@nasda.org

Nathan Bowen – Executive Director, Public Policy

nathan@nasda.org

General issues, Farm Bill, Environment, Trade

Janell Hendren – Associate Director, Public Policy & Food Safety Programs

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Appropriations, Food Safety

Amanda Culp – Director, Communications

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Specialty Crops, Nutrition, Marketing, Organics

Aline DeLucia – Associate Director, Public Policy

aline@nasda.org

Biotechnology, Animal & Plant Health

Britt Aasmundstad – Associate Director, Public Policy

britt@nasda.org

Financial Security, Environment, Infrastructure Labor, Conservation

Alex Noffsinger – Coordinator, Public Policy

alex@nasda.org

Rural Development, Forestry

Bob Ehart – Senior Policy & Science Advisor

bob@nasda.org

Food Safety



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NEWS POLICY EVENTS



May 30, 2018

Partner Spotlight: [GMO Answers](#)



This week's Partner Spotlight is Michael Stebbins, Director of External Engagement, Council for Biotechnology Information, GMO Answers. [GMO Answers](#) is a NASDA Partner at the Friend Level.

How long have you been with the Council for Biotechnology Information/ GMO Answers and what is your current role?

I work for the Council for Biotechnology Information. It's a trade association made up of the top biotech seed companies globally. Our major initiative is GMO Answers. Most people may be aware of the [GMO Answers website](#), but it's an entire campaign, with social media, traditional mainstream media outreach, an expert speaker's bureau, blogs, community engagement, video, graphics, and market research. I've been with the organization (and the program) for just over two years now. My current title is Director of External Engagement, which means everything from working with groups up and down the food value chain to manning booths at trade shows where we reach out to dietitians, scientists, farmers, and others in the food space...

[Read More](#)

Intern Perspective: Reconsidering Human Capital in Rural Infrastructure



Written by Katie McLaughlin

A drive-in movie theatre, one-dollar hand-dipped ice cream cones, rusted railroad tracks, an Amish buggy making its way home, and the soft hum of spring peeper frogs. As I drive home, I am always greeted by these familiarities that remind me of the simple, yet hard working ways of life tucked amongst the hills and valleys of rural Pennsylvania. This charming picture of small-town America is often embellished in novels and movies, creating a fairy-tale-like scene for those who do not call rural communities home.

While the charm of Rural America does live on, one cannot deny that Rural America is also faced with unbearable pains and hardships. Lack of opportunity and infrastructure drive young people to urban settings, leaving an aging and isolated rural population. As commodity prices continue to decline, farmers face additional stress and many are left to question the value of their occupation, and for some, even their own lives. The opioid crisis continues to infest rural

communities...

[Read More](#)

Section 301 Tariffs Coming

The White House announced in a statement that it will impose 25 percent tariffs on \$50 billion worth of goods imported from China shortly by June 15, when a final list of covered imports will be announced. Moreover, by June 30 the U.S. “will implement specific investment restrictions and enhance export controls for Chinese persons and entities related to the acquisition of industrially significant technology.” The Tuesday announcement came less than 10 days after the U.S. and Chinese governments issued a joint statement in which they signaled continued negotiations and a willingness from China to increase its purchases...

[Read More](#)

NASDA Elects Goehring, Chinn, and Gipson to Board of Directors



The NASDA Board of Directors recently elected North Dakota Commissioner of Agriculture [Doug Goehring](#), Missouri Director of Agriculture [Chris Chinn](#), and Mississippi Commissioner of Agriculture [Andy Gipson](#) to fill vacant board positions. Director Goehring will serve as Second Vice President for the

association and will host the NASDA Annual Meeting in 2020. Director Chinn will serve in the At-Large position and Commissioner Gipson will serve as the Southern Representative on the Board.

“I look forward to continuing to partner with my colleagues from across the country as we amplify NASDA’s unique voice and engage the administration and Congress to advance the interests of agriculture in the states,” said NASDA President and Connecticut Commissioner of Agriculture Steven Reviczky...

[Read More](#)

Wisconsin: Maintain focus on trade's importance to agriculture

Below is a guest column from Wisconsin Department of Agriculture, Trade and Consumer Protection Secretary Sheila Harsdorf:

When listening to the radio or reading the news lately, you have likely heard or seen numerous stories about negotiating trade agreements, possible tariffs and meetings between national leaders. While there is a lot of back and forth debate and speculation, it is critical that as an industry, we remain focused on what is important; free and fair trade. Agricultural exports are critical for not only Wisconsin farmers and agribusinesses, but the entire state and country.

Agriculture is an economic driver in Wisconsin. Each year, Wisconsin agriculture contributes more than \$88 billion to the state’s economy. These dollars circulate throughout local communities supporting jobs and businesses. About 415,000 people in the state work in a job related to agriculture. These jobs are on the farm, in processing facilities and at other agribusinesses in rural communities...

[Read More](#)

Cabinet Officials Join to Streamline H-2A Program

Last week, USDA announced a cabinet-wide effort between the USDA,

Department of Labor, Department of State and Department of Homeland Security to streamline the H-2A program. This effort will involve a rulemaking and input from farmers, ranchers, and businesses who use the program to help detail what can be streamlined and how the agencies can be helpful. This represents a good first step in helping provide workforce certainty for producers.

Group Rate for National Ag Marketing Conference Closes June 29

The group hotel rate for the annual meeting of the [North American Agricultural Marketing Officials \(NAAMO\)](#), a NASDA affiliate, ends on June 29. The conference will be hosted at the [Sheraton Cavalier Hotel](#) in Calgary, Alberta from July 22-25. This is the premier conference for agriculture marketing leaders in the states.

Please keep in mind these **important deadlines...**

[Read More](#)

USDA: Dairy Farmers Have Until June 1 to Apply for Improved Safety Net under Margin Protection Program

The USDA [reminds](#) dairy farmers of the June 1 deadline to enroll in the improved [Margin Protection Program for Dairy \(MPP-Dairy\)](#). Many producers will see payments in early June, depending on the coverage they elect. The program protects dairy producers by paying them based on the difference between the national all-milk price and the national average feed cost. The 2018 Bipartisan Budget Act made several changes to the safety net program.

Updates include:

- Calculation of the margin period is monthly rather than bi-monthly...

[Read More](#)

Michigan: State Seeks Applicants for State Veterinarian

The Michigan Department of Agriculture and Rural Development (MDARD) is currently recruiting for a permanent, full-time State Office Administrator 17 – Division Director/State Veterinarian position within the Animal Industry Division. This position is open to all applicants.

[Learn More](#)



Policy Staff Contacts

Barb Glenn – CEO
barb@nasda.org

Nathan Bowen – Executive Director, Public Policy
nathan@nasda.org
General issues, Farm Bill, Environment, Trade

Janell Hendren – Associate Director, Public Policy & Food Safety Programs
janell@nasda.org
Appropriations, Food Safety

Amanda Culp – Director, Communications
amanda@nasda.org
Specialty Crops, Nutrition, Marketing, Organics

Aline DeLucia – Associate Director, Public Policy
aline@nasda.org
Biotechnology, Animal & Plant Health

Britt Aasmundstad – Associate Director, Public Policy
britt@nasda.org
Financial Security, Environment, Infrastructure Labor, Conservation

Alex Noffsinger – Coordinator, Public Policy
alex@nasda.org
Rural Development, Forestry

Bob Ehart – Senior Policy & Science Advisor

bob@nasda.org

Food Safety



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NEWS POLICY EVENTS



May 16, 2018

Partner Spotlight: Syngenta



This week's Partner Spotlight is Dennis Kelly, Head of State Affairs, Syngenta. Syngenta is a 2018 NASDA Partner at the President's Circle Level.

How long have you been with Syngenta and what is your current role?

I've been with Syngenta (and its parent companies) for over 40 years. I've had various roles in R+D, Sales, Technical Services during that time, but have been doing my current job, as Head of their State Affairs Team since 1991.

How do you start your day?

My days vary, as I travel 2-3 weeks per month. Sometimes, the first thing I do is to try to remember what city I'm in! When I am home, I take a few minutes to let the dog out, meditate, drink my coffee and plan my day. I normally get to the office by 7:30 am and get organized before staff starts to show up.

How does the mission of Syngenta motivate your work?

I've been involved with production ag all my adult life, and have worked in many states. I enjoy the challenges but mostly enjoy all the people that I've gotten to work with...

[More on Syngenta](#)

NASDA Testifies at Tariff Hearing

NASDA's Executive Director, Public Policy, Nathan Bowen, [testified](#) at the Section 301 Committee Hearing at the U.S. International Trade Commission on Tuesday, May 15. The hearing, entitled "Section 301 Committee Public Hearing on China's Acts, Policies, and Practices Related to Technology Transfer, Intellectual Property, and Innovation," is being held over a three day period this week to evaluate the U.S. Trade Representative's investigation as well as the level of tariffs that should potentially be levied against Chinese imports to the U.S...

[Read More](#)

More Than 45,000 Foodservice Buyers Expected at NASDA's American Food Fair Pavilion This Weekend



NASDA, together with the U.S. Department of Agriculture's Foreign Agricultural Service (USDA FAS), will open the [American Food Fair](#) at the National Restaurant Association (NRA) Show at McCormick Place in Chicago this Saturday. The American Food Fair, featuring more than 110 small to large American food and beverage companies, will be open May 19 through 22 from 9:30 AM to 5:00 PM. NASDA has been organizing the pavilion in cooperation with USDA FAS for 17 years.

"Diversified market opportunities are critical to the sustainability of U.S. food and beverage companies and the local economies they serve," said NASDA

CEO Dr. Barbara P. Glenn. “As American agriculture continues to face great uncertainty in the international marketplace, the trading partnerships established on this show floor are increasingly more important for economic sustainability.”

[Read More](#)

Morning Consult: Iowa Farmers And Families Eagerly Awaiting NAFTA Agreement

by Iowa Secretary of Agriculture Mike Naig

In Iowa, we don't focus on the noise in Washington, D.C. Regardless of what goes on inside the Beltway, we still get up the next morning and put in a hard day's work. However, many of us are anxious as the United States, Mexico and Canada seek to flesh out the final details of a modernized North American Free Trade Agreement. After months of negotiations, U.S. trade officials have warned that if a deal is not reached in the weeks ahead, NAFTA negotiations will be put on hold until 2019. That's too long to wait for many of Iowa's farmers and business owners whose livelihoods will be placed at risk...

[Read More](#)

Vermont: Vt. Agriculture Secretary Visits With Leaders in Washington



A flight filled with producers, marketers, media members and food entrepreneurs made its way from Burlington to our nation's capital early last Thursday morning. The big event: The 13th Annual Taste of Vermont, put on by the Lake Champlain Regional Chamber of Commerce hosted by U.S. Senator Patrick Leahy.

While Vermont's finest food leaders started preparations for the highly anticipated affair, Vermont Agency of Agriculture, Food & Markets Secretary Anson Tebbetts spent the day meeting with members from Vermont's congressional delegation and The National Association of State Departments of Agriculture (NASDA) about critical issues impacting Vermont's farmers and producers...

[Read More](#)

[Secretary Perdue Meets with Secretary Witte, Other Ag Leaders in New Mexico](#)



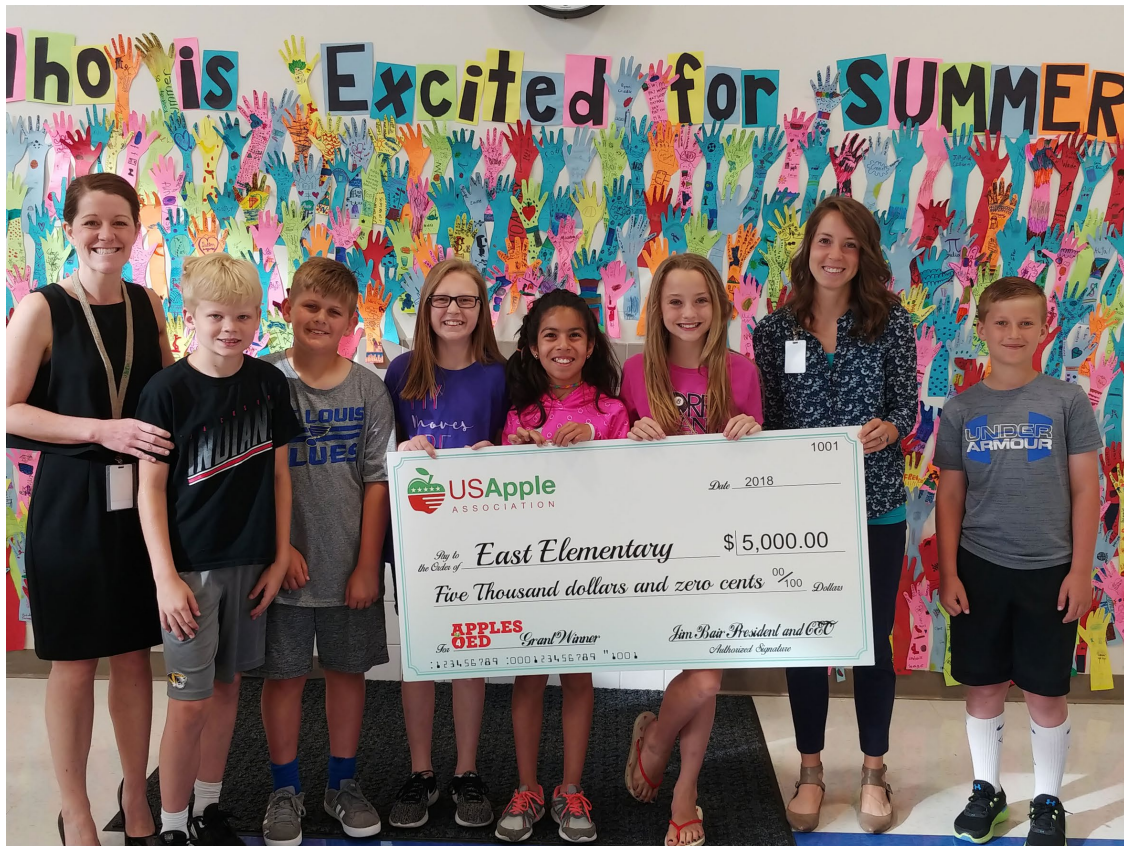
U.S. Secretary of Agriculture Sonny Perdue stopped by New Mexico to visit with Secretary Witte and other leaders in agriculture for New Mexico. The stop was part of Secretary Perdue's "Back to Our Roots" Tour which is also stopping in Colorado and Wyoming...

[Read More](#)

Secretary Perdue Announces USDA Leadership

U.S. Secretary of Agriculture Sonny Perdue announced the appointments of USDA leadership positions within the Food Safety and Inspection Service (FSIS), the Agricultural Marketing Service (AMS) and the Farm Service Agency (FSA). [Carmen Rotten](#) has been appointed to serve as FSIS Administrator, with [Paul Keicker](#) receiving the appointment as FSIS Deputy Administrator. [Bruce Summers](#) is appointed to serve as AMS Administrator. Appointed as the FSA Administrator is former NASDA member [Richard Fordyce](#), who served as the Director of the Missouri Department of Agriculture from 2013-2017.

USApple Announces Final 2018 'Apples4Ed' Winner



The U.S. Apple Association (USApple) today presented the final award in its 2018 'Apples4Ed' grant program to Jackson, Mo., school East Elementary. The school received \$5,000 to help purchase a 'Charlie Cart' mobile kitchen classroom for its students.

According to East Elementary school administrators, many of the students consume their only meals of the day during school hours because of the lack of meal and snacking options at home. Without access to nutritious foods at home, it is up to the school to teach students about the connection between health and the foods they eat. The Apples4Education grant will help East Elementary purchase a Charlie Cart, an integrated educational program that combines rigorous curriculum with a mobile kitchen classroom to deliver hands-on nutrition education to students...

[Read More](#)



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NEWS POLICY EVENTS



April 24, 2018

Farmers for Free Trade Releases New Report Highlighting How Chinese Retaliation from Steel and Aluminum Tariffs Taxes American Farmer

Farmers for Free Trade, a bipartisan campaign to rebuild support for trade at the grassroots level, today released a [new report](#) highlighting the significant impact Chinese retaliation from steel and aluminum tariffs will have on U.S. wine, almond, walnut, pork, cherry, and many other commodity producers. The report also shows how economies of certain states will be hit hardest as a result. This new report is a part of the ongoing effort by Farmers for Free Trade to illustrate the negative impacts tariffs on American agriculture and amplify the voices of the many farmers who will be hurt by them.



[Read More](#)

[Read Full Report](#)

Mid-Atlantic Agriculture Secretaries Meet for Earth Day



U.S. Secretary of Agriculture (USDA) Sonny Perdue, with his wife Mary, are greeted by Maryland Secretary of Agriculture Joseph Bartenfelder. Photo retrieved from [USDA](#).

Last Friday, Secretary Joe Bartenfelder of the Maryland Department of Agriculture hosted NASDA Members and state staff from the Midatlantic to discuss issues ranging from the Food Safety Modernization Act to tackling the spotted lanternfly. USDA Secretary Sonny Perdue joined the group to talk about the hardships facing the dairy industry and how a Farm Bill is needed in 2018. The need for international trade markets was a big topic, especially with the current uncertainty in the international trade space.

[Read More](#)

NEASDA & MASDA Registration Now Available!



To register for the 2018 NEASDA Annual Meeting in Newport, RI, click [here](#). The early registration deadline is May 3. The **NEASDA hotel block is full**, but rooms could open up. Please reach out to [Megan McDonald](#) if you have any questions about the NEASDA room block.

To register for the 2018 MASDA Annual Meeting in Keystone, SD, click [here](#). The early registration deadline is May 25. To book your room please click [here](#).

Registration for WASDA will be available in early May.

We look forward to seeing the NASDA family throughout the summer!

[Read More](#)

2018 American Food Fair Quickly Approaching!

NASDA invites you to join us for the 2018 American Food Fair, co-located with the National Restaurant Association's Restaurant, Hotel-Motel Show in Chicago, Illinois! This event is the largest foodservice and hospitality marketplace in the Western Hemisphere and brings together buyers, suppliers and industry experts in a high-energy environment. Click [here](#) for a list of product categories that will be represented at the American Food Fair.

If you would like to attend NASDA's 2018 American Food Fair, co-located with the NRA Show, please click [here](#) to register.

[Read More](#)

We're Hiring! NASDA Seeking Applicants for Office Manager Position

NASDA is looking for applications for the position of [Office Manager](#). The position begins immediately.

NASDA Seeking Fall 2018 Intern



NASDA is seeking an intern for the fall semester, beginning in August and ending in December of 2018. The fall intern is heavily involved in the NASDA Annual Meeting, and will get the chance to travel to the meeting in September!

Applicants should be classified as a sophomore or greater by their academic institution and have excellent written and oral communication skills. A basic understanding of the legislative process is preferred but not required. This internship provides a monthly stipend, but housing is not provided. Start and end dates are flexible. **The deadline to apply is Monday, May 21, 2018.** Please contact [Carly Grether](#) if you have any questions.

[View Brochure](#)

[Read More](#)



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NEWS POLICY EVENTS



April 17, 2018

NASDA Member Spotlight: Chris Chinn, Missouri Department of Agriculture



This week's NASDA Member Spotlight is Missouri Director of Agriculture [Chris Chinn](#). Director Chinn was appointed to her position in January 2017.

How do you start your day?

I start my day with news and updates from some of my favorite sources. I talk with my family, catch up on Snapchat with my kids, hear about what's happening on the farm and head to the office.

What is the most important function of your department?

In Missouri, agriculture is our number one economic driver. We have nearly 100,000 farms and those farms cover 28 million acres in the state. Between crops, livestock, forestry and fishery production; agriculture inputs and services; food and related products manufacturing and forestry products manufacturing, agriculture's economic contribution to Missouri totals \$88.4 billion. Outside of production agriculture, the Show Me State is home to the Animal Health Corridor...

[Read More](#)

State Ag Officials Encouraged by First Steps on Farm Bill

“In this time of uncertainty and low prices in our country’s agriculture sector, we are encouraged that Congress is taking important first steps towards reauthorizing the Farm Bill. An on-time and fully funded Farm Bill is more important than ever for agriculture producers, the rural economy, and communities of every size,” said NASDA President and Connecticut Commissioner of Agriculture Steven K. Reviczky.

“We are especially appreciative for the committee's work on a host of NASDA priorities including the establishment of a new animal health initiative and improvements to existing programs such as the Specialty Crop Block Grant program. We are committed to continuing our work with agriculture leaders in the House and Senate to get a bipartisan Farm Bill across the finish line.”

[Read More](#)

Pennsylvania: PA Agriculture Secretary Issues Statement on 2018 Federal Farm Bill’s Introduction in U.S. House

“The importance of the federal Farm Bill to Pennsylvania’s agriculture industry cannot be overstated,” said Redding. “Farm Bill programs are investments in production agriculture, our environment, our economy and our people. I appreciate the work of the U.S. House of Representatives Committee on Agriculture to get us to this point, including the members of our own delegation who serve on the committee...”

[Read More](#)

Minnesota: Farmers Must Be Central to Trade Negotiations

Opinion by Commissioner Dave Fredrickson

Minnesota’s farmers are among the most productive in the nation. We boast

73,200 farm operations, and we're among the ten top states producing commodities like soybeans, corn, wheat, and pork. We all depend upon agriculture to inject vitality into the economies that feed and fuel the state of Minnesota.

Our farmers depend on global trade to keep their operations viable, with agricultural exports contributing over one-third of Minnesota's total agricultural sales. Exports of goods and services supported roughly 118,000 jobs in Minnesota in 2016.

In March, President Trump announced tariffs on imported steel...

[Read More](#)

We're Hiring! NASDA Seeking Applicants for Office Manager Position

NASDA is looking for applications for the position of [Officer Manager](#). The position begins immediately.

Nevada: NDA Announces Leadership Change

The [Nevada Department of Agriculture](#) director announced today he will be transitioning into a new role as Churchill County Manager.

"It has been a great pleasure to serve Governor Sandoval, The Nevada Board of Agriculture and citizens of Nevada. NDA has a strong team and I have no doubt they will continue to do good work for the constituents of our great state," Director Barbee said. "I look forward to working with NDA as I represent Churchill County on the many diverse topics related to agriculture and natural resources on the local level."

Director Barbee will be with the NDA through May 18....

[Read More](#)

China Slaps 179% Charge on US Sorghum Imports

The China Commerce Ministry revealed that customs officers will charge importers a fee of nearly 179% on US sorghum after an investigation found the shipments were unfairly subsidized and damaging Chinese producers. China is the largest buyer of American sorghum products, importing \$960 million worth of the crop last year.

Written by Katie McLaughlin



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NEWS POLICY EVENTS



April 10, 2018

[NASDA Statement on Chinese Tariffs on American Agriculture](#)

"China is a \$28 billion customer of the American agricultural industry. The tariffs China is proposing are extremely concerning to the farmers and ranchers who are already facing a very poor agricultural economy. We urge the United States and China to end this high-stakes trade war. Our integrated food and agriculture industry cannot lose another market opportunity, particularly with one of our top customers...."

[Full Statement](#)

China Launches WTO Case Against U.S. Steel, Aluminum Tariffs

China has formally launched action against President Trump's tariffs on steel and aluminum products by requesting consultations with the U.S. through the World Trade Organization, the first step in the WTO dispute settlement process. China claims the tariffs are inconsistent with provisions of the WTO's 1994 General Agreement on Tariffs and Trade and the Agreement on Safeguards. The Trump administration said there is no justification for China's actions.

[Read More](#)

Signs Point to House Farm Bill Markup Next Week

House Agriculture Committee Chairman Mike Conaway appears poised to release his Farm Bill draft later this week, setting up a markup in his committee as early as next week. In recent weeks talks between Conaway and Ranking Member Collin Peterson ground to a halt over Democrat objections to elements of Conaway's proposals for the Supplemental Nutrition Assistance Program (SNAP), formerly known as food stamps.

California: China's Retaliatory Tariffs Could Have Negative Impact on California Farmers and Ranchers

In response to the federal government's recent decision to impose tariffs on steel and aluminum, China has ordered retaliatory tariffs on about \$2 billion worth of U.S. food and agricultural exports, which could have a significant negative impact on California's farmers and ranchers.

China, the world's most populous country, is an important and growing market for California's agricultural exports. In 2016 alone, our farmers and ranchers sent \$2 billion worth of products to the East Asian nation...

[Read More](#)

Mississippi: Andy Gipson Sworn In As Eighth Commissioner of Agriculture and Commerce



Newly appointed Commissioner of Agriculture and Commerce Andy Gipson was sworn into office by Chief Justice William Waller, Jr. during a ceremony held at the Mississippi Department of Agriculture and Commerce last week.

Gipson will serve as the eighth Mississippi Commissioner of Agriculture and Commerce, replacing Cindy Hyde-Smith, who was appointed to the U.S. Senate by Gov. Phil Bryant last month. Gipson will carry out the remainder of Hyde-Smith's term.

[Read More](#)

Virginia: Governor Appoints Dr. Jewel Bronaugh as 16th Commissioner of Agriculture



On April 9, Governor Ralph S. Northam announced the appointment of Dr. Jewel Bronaugh as the 16th Commissioner of Agriculture. Bronaugh comes to the post from Virginia State University (VSU), where she was Executive Director to VSU's Center for Agricultural Research, Engagement and Outreach; and before that, Dean of VSU's College of Agriculture. She also served as State Executive Director of the USDA Farm Service Agency.

[Read More](#)

[NEASDA Registration Now Available](#)



To register for the **2018 NEASDA Annual Meeting** in Newport, RI, click [here](#). The early registration deadline is May 3. **MASDA** registration will be launching soon, so please be on the lookout for an email regarding registration! Registration for **WASDA** will be available in early May.

We look forward to seeing the NASDA family throughout the summer!

Vermont: Report: Vermont Schools Seek Stronger Connection With Local Dairy Farms

In a new [report](#) released by the Vermont Agency of Agriculture, Food & Markets (VAAF), Vermont schools called for an increased sourcing of Vermont-branded milk. While Vermont dairy farmers supply most of the milk served in Vermont schools, respondents reported difficulty finding milk from local distributors that also meet federal nutrition standards. The statewide survey, designed to inform the dairy industry about how Vermont schools engage with fluid milk, provides valuable information to help milk processors...



[Read More](#)

Virginia: State Seeks Applicants for Senior Public Relations Specialist

The Virginia Dept. of Agriculture & Consumer Services, Office of Communications, is seeking a public relations professional for its Richmond office. Responsibilities include assisting with planning, developing, organizing and directing agency-wide public relations, communication plans, programs and events for local, national and international audiences and consumers...

[Read More](#)

National Academies of Science, Engineering and Medicine Releases Citrus Greening Report

The National Academies of Science, Engineering and Medicine today released their report, [A Review of the Citrus Greening Research and Development Efforts Supported by the Citrus Research and Development Foundation: Fighting a Ravaging Disease](#). The report finds that despite almost 20 years of research, no breakthrough discoveries have been made to control citrus greening which is devastating Florida's citrus industry.



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NEWS POLICY EVENTS



April 3, 2018

China Implements Retaliatory Tariffs

Yesterday, the Chinese Ministry of Commerce suspended tariff concessions on 120 different U.S. food products, totaling \$3 billion in additional tariffs. Fresh and dried fruits, almonds, pistachios and wine will be subject to an additional 15% tariff while eight other items, including pork, will be subject to a 25% tariff. The list of products largely mirrors the list of potential duties the Chinese government released two weeks ago after the U.S. announced steel and aluminum tariffs under...

[Read More](#)

Utah: Agriculture and Food Commissioner's Statement on China's Tariff Increases

Utah Agriculture and Food Commissioner, LuAnn Adams, issued the following statement today regarding the tariff increases recently announced by the finance ministry of the People's Republic of China:

"I am concerned with the impact these tariffs will have on Utah's agriculture and food industry. I am especially troubled by 15 percent tariff increase on fresh fruits and dried fruits and the 25 percent tariff increase on pork products. Utah exported close to \$20 million dollars' worth...

[Read More](#)

Washington: Agriculture, Exports and China

For farmers, ranchers and those producing food and drink in Washington, international markets are crucial to maintaining a robust agriculture industry.

Washington exports about 30 percent of the food and agricultural products produced here, and the third largest market for our products is China. This is one reason WSDA is closely following developments regarding increased tariffs....

[Read More](#)

Kentucky: Commissioner Quarles Hails Industrial Hemp Research Pilot Program's Multi-Million-Dollar Economic Impact

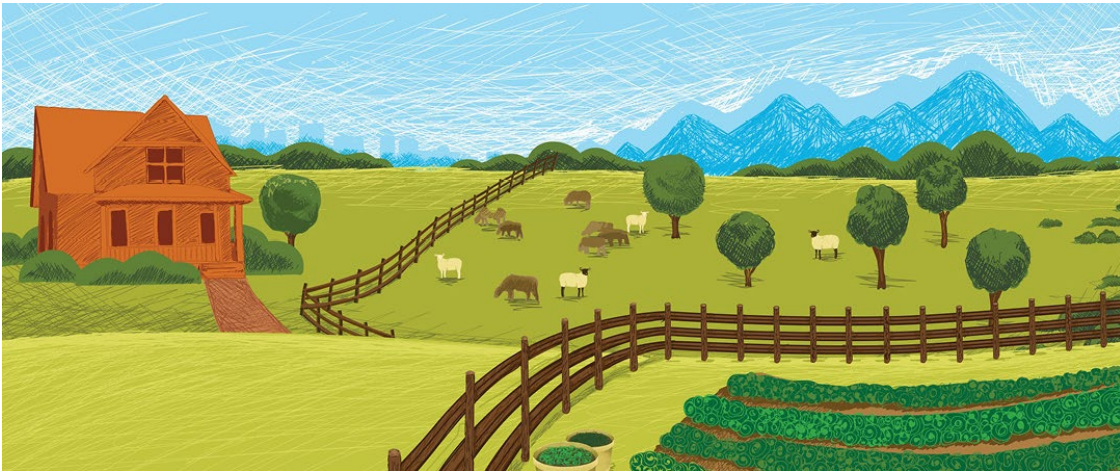


Kentucky Commissioner of Agriculture Ryan Quarles announced today at the annual conference of the Kentucky Hemp Industries Association (KYHIA) that preliminary analysis of the 2017 Industrial Hemp Research Pilot Program reveals a multi-million-dollar economic impact for the state.

According to early analysis of the 2017 processor production reports, Kentucky licensed processors paid Kentucky growers \$7.5 million for harvested hemp. Additionally, Industrial Hemp Research Pilot Program processor licensees reported \$25.6 million in capital improvements and investments and \$16.7 million in gross product sales...

[Read More](#)

Louisiana: Strain Urges Louisiana Farmers and Ranchers to Respond to 2017 Census of Agriculture



At this time, the deadline to respond to the 2017 Census of Agriculture by mail has been extended to the end of April. Louisiana Department of Agriculture and Forestry Commissioner Mike Strain, D.V.M., is urging Louisiana farmers and ranchers to share information with the U.S. Department of Agriculture (USDA) National Agricultural Statistics Service (NASS).

"It is very important that our farmers and ranchers fill out this questionnaire..."

[Read More](#)

Iowa: Naig Announces Hiring of Julie Kenney as Deputy Secretary

Iowa Secretary of Agriculture Mike Naig recently announced that Julie Kenney has been hired as the new Deputy Secretary for the Iowa Department of Agriculture and Land Stewardship. She started with the Department on April 2.

"Julie has a passion for agriculture and will be a tremendous asset to the Department. Her background and experience..."

[Read More](#)

Wisconsin: Farm Center is Here for Wisconsin Farmers

Work on a farm never ends, which can create added stress. The Wisconsin Department of Agriculture, Trade and Consumer Protection (DATCP) reminds farmers that Farm Center staff are available to navigate the ups and the downs of agriculture.

“We know that stress is high right now for dairy, livestock and crop farmers alike,” said Farm Center Director Kathy Schmitt. “Sometimes it can be hard to see possible alternatives in tough situations. That is where the Farm Center can help.”

[Read More](#)

Nevada: Department of Agriculture hosts School Garden Conference



Educators, parents and others interested in learning more about school gardens are encouraged to attend the 2018 [Nevada School Garden Conference](#) on April 14, 2018. The conference, which is hosted by the [Nevada Department of Agriculture \(NDA\)](#), will feature speakers from around the state covering topics including garden planning and building, curriculum integration,

using produce in school meals and more.

“Children benefit from school gardens both mentally and physically,” Amber Smyer, agriculture literacy coordinator...”

[Read More](#)



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NEWS POLICY EVENTS



February 6, 2018

State Ag Officials Set Priorities for 2018



As NASDA Members gathered in Washington, DC last week for their annual Winter Policy Conference, the organization set its top policy priorities for the coming year: passing a unified Farm Bill, successfully modernizing the North American Free Trade Agreement (NAFTA), implementation of the Food Safety Modernization Act (FSMA) – all through the lens of advancing cooperative federalism. The DC-facing conference of more than 250 state, federal, and industry agriculture leaders underscores the importance of effective partnerships between states and the federal government.

[Read More](#)

[Official Policy Actions from the Conference](#)

State Agriculture Officials Highlight Importance of Infrastructure, NAFTA for Agriculture



“Modernizing NAFTA in a manner that facilitates expanded trade in U.S. agricultural and food products, while ensuring a level playing field for producers, is vital to U.S. agriculture and the broader U.S. economy,” said Steven K. Reviczky, NASDA President and Connecticut Commissioner of Agriculture. “We urge negotiators to finalize an agreement that preserves the gains agriculture has made under NAFTA and allows agricultural trade with our North American neighbors to continue to prosper.”

[Read More](#)

Letter to U.S. Senators on Doud, Shea and Mahoney Nominations

In a joint letter signed by agricultural organizations and agri-business companies, NASDA employed its support for the prompt confirmation of Gregg Doud as Chief Agricultural Negotiator within the Office of the U.S. Trade Representative (USTR). The letter underscored the importance of U.S. food

and agricultural exports, which created over \$193 billion in additional U.S...

[Read More](#)

State Ag Officials Applaud Announcement of Enhanced Coordination between USDA and FDA



During the White House Conference on Rural Prosperity last week, Secretary Perdue and Commissioner Gottlieb signed a formal agreement to bolster coordination and collaboration between the two agencies on a number of issues including Food Safety Modernization Act (FSMA) implementation and the Coordinated Framework for Biotechnology.

Steven K. Reviczky, NASDA President and Connecticut Commissioner of Agriculture, underscored the importance of cooperative state-federal partnerships in advancing agriculture.

“Increased opportunities for state-federal cooperation to enhance food safety are always welcome,” said Reviczky. “This cooperation is vital for the success

of farmers and takes the preventive approach to food safety to new levels. We look forward to working with the Administration to advance the goals of the agreement.”

[Read More](#)

USDA: Perdue Unveils Farmers.gov, Interactive Website for Agricultural Producers

U.S. Secretary of Agriculture Sonny Perdue recently unveiled [Farmers.gov](#), the new interactive one-stop website for producers maintained by the U.S. Department of Agriculture (USDA). [Farmers.gov](#) is now live but will have multiple features added over the coming months to allow agricultural producers to make appointments with USDA offices, file forms, and apply for USDA programs. The website gathers together the three agencies that comprise USDA’s Farm Production and Conservation mission area...

[Read More](#)

NASDA Accepting Applications for Two Vacancies

Coordinator, Meetings & Executive Assistant to the CEO
Manager, International Trade Programs

[Read More](#)

FDA: Jim Gorny, New Senior Science Advisor, Will Work Alongside FDA Teams to Advance Produce Safety

Jim Gorny has returned to FDA, where he was a food safety expert at a critical time in the agency’s efforts to enhance produce safety. He left the agency five years ago, but he’s back to work alongside a dedicated team of produce safety

experts on the implementation of the FSMA Produce Safety Rule, among other responsibilities. He is taking on a newly created position...

[Read More](#)

Pennsylvania: Manager of Ag Policy and Programs Position Open

Team Pennsylvania is seeking a full-time [Manager for Agriculture Policy and Programs](#) to oversee the Foundation's partnerships with the Pennsylvania Department of Agriculture (PDA) and key stakeholders.

[Read More](#)

Administrator Pruitt Signs MOA Establishing Interagency Workgroup on ESA Consultations at NASDA Winter Policy Conference



“As co-regulatory partners in environmental protection, we appreciate the Administration’s efforts to address some of the challenges on the intersection between ESA and FIFRA. We are encouraged by the steps this administration has taken to promote cooperation between agencies to provide farmers with the tools they need,” said Dr. Barbara P. Glenn, NASDA Chief Executive Officer. “Doing this ensures we are doing our due diligence to identify best practices, and find better ways of working together.”

[Read More](#)

[Photos from the Signing](#)

China Launches Sorghum Antidumping Investigation

China’s Ministry of Commerce announced it is investigating if U.S. sorghum was being exported to China at inadequately low prices. The Ministry of Commerce launched the probe of U.S. sorghum after concluding large volumes and falling prices hurt Chinese producers. Within the past two weeks, the White House announced they would raise tariffs on Chinese-made washing machines and solar equipment while investigating steel imports and technology policy...

[Read More](#)



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Bob Ehart – Senior Policy & Science Advisor

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Food Safety



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From: [NASDA News](#)
To: [Hummell, Richard P - DATCP](#)
Subject: This Week's NASDA News
Date: Tuesday, August 7, 2018 3:34:23 PM

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NEWS POLICY EVENTS



August 7, 2018

Last Week in Washington



The Senate Reauthorizes Animal Drug User Fee Program, the final Farm Bill Conference Committee is announced and the USTR announced a possible increase in tariffs on Chinese products. See the details below:

- On July 31, 2018, the Senate passed the Animal Drug User Fee and Animal Generic Drug User Fee Amendments. This bill reauthorizes the FDA's animal drug and generic drug user fee programs. In both chambers, the bill was passed without a roll call vote. The bill now heads to the president's desk for his signature.
 - The Senate has named their nine Farm Bill conferees. They include: Senate Agriculture Chairman Pat Roberts (R-KS), Senate Majority Leader Mitch McConnell (R-KY), Sen. John Boozman (R-AR), Sen. John Hoeven (R-ND), Sen. Joni Ernst (R-IA), Ranking Member Debbie Stabenow (D-MI), Sen. Patrick Leahy (D-VT), Sen. Sherrod Brown (D-OH) and Heidi Heitkamp (D-ND).
 - In a press release last Wednesday, U.S. Trade Representative Robert Lighthizer announced the President has directed USTR to consider increasing the proposed additional duty on Chinese products from 10 percent to 25 percent.
-

NASDA CEO Joins National Agricultural Leaders to Discuss Ramification of Nuisance Litigation on U.S. Agriculture

Following today's National Ag Leaders Roundtable on the ramification of litigation on agriculture hosted by U.S. Representative David Rouzer, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issued the following statement:

“Technological and economic changes in agriculture are changing the public view of farming and, in the present environment, the likelihood of a farmer to be involved in a lawsuit is increasing drastically. As our global population continues to grow, and American farmers and ranchers produce the food needed to feed that population, we must participate in community dialogue to share the values of widely accepted agricultural practices...”

[Read More](#)

REMINDER: Policy Amendments and Action Items should be submitted to Alex Noffsinger by **Tuesday, August 14**. Items submitted after this date will require a 2/3 vote for consideration. For your reference, NASDA's existing policy statements are available [online](#). Please contact [Alex Noffsinger](#) with any questions about our policy process.

American Seed Trade Association Announces New Materials on Stewardship of Treated Seed

The American Seed Trade Association (ASTA) is aiming to promote safe handling and storage of treated seed during harvest. While seed treatments are incredibly important in protecting seeds and seedlings against pests and disease, appropriate precautions need to be taken to make sure they never enter the grain supply. ASTA and other stakeholders have developed new communication resources. These include a [one-pager](#) on stewardship of seed, its importance, and the industry's efforts to maintain safe use as well as a set of instructional and education videos on [improving performance](#), [stewardship](#) and

sustainability. You can help share the message by using the hashtag #Harvest18.

[More Information](#)

Early Bird Registration Ends August 10 for NASDA Annual Meeting



Register today for the 2018 NASDA Annual Meeting, September 9-12, in Hartford, Connecticut! We will be *Exploring Our Nation's Roots* with a modernized agenda which includes breakout sessions on a variety of topics. Early-bird registration and the NASDA group hotel rate both expire on August 10.

Only a few rooms remain in NASDA's hotel block at the Hartford Marriott. Rooms are available on first come, first served basis. It is very likely that our block will sell out before the cutoff date of August 10. Please make your reservation as soon as possible. Please contact megan@nasda.org if you have any questions.

[Learn More](#)

[Register](#)

Tariff Legislation Introduced in Congress

Three separate bills have now been introduced in the Senate with another in the House to curb the president's authority over Section 232 of the Trade Expansion Act of 1962. Following a Section 232 investigation into steel and aluminum imports, the U.S. increased its tariffs on these products, leading China, Canada, Mexico, the European Union, Turkey, and India to implement retaliatory tariffs against a wide range of U.S. agricultural goods and products.

[Read More](#)

[Congressional Section 232 Legislation](#)

You're Invited: USDA's Agribusiness Trade Mission to Seoul, South Korea

FAS Office of Trade Programs is currently recruiting U.S. agribusiness representatives to participate in the trade mission to Seoul, Korea, which runs from **November 5-8, 2018**. This Trade Mission is being held in coordination with WUSATA and Food Export - Midwest.

If you wish to participate, please email trademissions@fas.usda.gov by August 24, 2018, to indicate your interest. Additional information about export markets in Korea is available on the FAS website [here](#).

Please note: this invitation is extended to NASDA Members only.

[View Invitation](#)



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Bob Ehart – Senior Policy & Science Advisor

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To: [Hummell, Richard P - DATCP](#)
Subject: This Week's NASDA News
Date: Tuesday, July 3, 2018 1:30:35 PM

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NEWS POLICY EVENTS



July 3, 2018

Last Week in Washington

The Senate passes the Farm Bill, the House fails to pass an Immigration Bill, FDA approves first-ever drug derived from cannabis, and the senate authorizes PRIA. Here's the review:

- The full Senate voted 86-11 to pass the Agriculture Improvement ACT of 2018 last Thursday evening ([S. 3042](#)) with the 11 nay votes all coming from Republicans.
- The House voted on their second immigration bill in two weeks, and at the last minute, the Ag provisions were stripped out of the bill as they were perceived as not helping the bill get votes. The 121-301 vote came amidst controversy over the DACA fix.

The FDA has approved its first-ever drug comprised of cannabidiol (CBD), a derivative of cannabis. The oral solution has been approved for treatment of seizures associated with two rare forms of epilepsy. Learn more [here](#) and [here](#).

- After the Farm Bill passed last Thursday evening, the Senate voted unanimously to reauthorize the Pesticide Registration Improvement Act (PRIA). The Senate version includes an amendment from Sen. Tom Udall (D-NM) that strengthens rules protecting farmworkers from pesticides and institutes requirements for state programs certifying pesticide applicators. The version of the bill that passed the Senate will now go to the House for approval.

Written by Carly Grether

U.S. Administration Drafts Tariff Legislation

The U.S. Trade Representative, Department of Commerce, and the White House have drafted legislation, entitled the “United States Fair and Reciprocal Tariff Act,” to give the President more authority over trade negotiations and the imposition of tariffs. Specifically, the President would have the authority to enter into an agreement with another country that reduces the rate of tariff collected on U.S. exports, and they would also be able to impose a tariff rate on another country’s goods equal to the rate the other country imposes on U.S. goods...

[Read More](#)

Studies: Proposed Chinese Tariff Detrimental to Soybean Producers



Three studies, released in March, April and May from Perdue University, the University of Illinois, and The Ohio State University, all indicate that soybean producers will be negatively impacted by an increased Chinese tariff on soybeans. In a March 28 study, researchers from Perdue found that a 10 percent tariff on U.S. soybeans will reduce soybean exports to China by 33 percent, reduce total exports by 18 percent and total production by 8 percent. When a 30 percent tariff is applied, these values increase to 71 percent, 40 percent and 17 percent, respectively. **It's worth noting that nearly two-thirds of all U.S. soybeans are currently exported to China...**

[Read More](#)

Utah: China to Implement New Trade Tariffs Increases in July

Following the latest round of tariff increases announced by China on U.S. exports, the National Association of State Departments of Agriculture (NASDA) has released an [analysis of U.S. trade tariffs](#) and foreign retaliatory tariffs to this

point.

“One tariff is bad enough, but all of these combined will lead to serious economic consequences for the agriculture industry in Utah and the entire country,” said Andy Pierucci, Director of the Marketing, Communications and Economic Division at the Utah Department of Agriculture and Food. UDAF has compiled a list of the Utah agriculture products impacted by the two rounds of tariffs by China.

“Four of our top five agriculture and food exports to China will be impacted by these tariffs. We are talking about tens of millions of dollars in sales at stake here, and it’s going to hurt our farmers, ranchers and other food producers,” said Pierucci.

Indiana: Seger Named Deputy Director of State's Agriculture Department

Lt. Governor Suzanne Crouch announced yesterday that Jordan Seger has been appointed deputy director of the Indiana State Department of Agriculture (ISDA). Seger has been with the department since 2011 and previously served as Division of Soil Conservation director.

“We are pleased to name Jordan deputy director of our state’s department of agriculture,” said Lt. Gov. Suzanne Crouch, Secretary of Agriculture and Rural Development. “His vast knowledge and expertise, coupled with a lifelong devotion to agriculture, will serve this department, the industry and our state well.”

[Read More](#)

Oklahoma: Secretary of Agriculture Jim Reese Elected as President of Regional Ag Organization



Oklahoma Secretary of Agriculture Jim Reese was elected as President of the Midwestern Association of State Departments of Agriculture(MASDA) at their 2018 annual conference held last week in South Dakota. MASDA is the Midwestern branch of the National Association of State Departments of Agriculture (NASDA), and is comprised of the Commissioners, Secretaries, and Directors of Agriculture from Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma, South Dakota, and Wisconsin...

[Read More](#)

NASDA Trade Shows Wins National Award at 2018 EXCEL Awards

It's three bronze and a gold for Naylor Association Solutions and a trio of clients: the American Association of Cosmetology Schools (AACS), the Canadian Society of Landscape Architects (CSLA), and the National

Association of State Departments of Agriculture (NASDA) at the 38th annual EXCEL Awards. Publications from these organizations were honored Monday, June 25 in Washington, D.C.

CSLA won a gold award in the Magazines: General Excellence (10,000 or fewer circulation) category, as well as a bronze award in the category of Design Excellence (10,000 or fewer circulation) for its member magazine Landscapes/Paysages. AACS won a bronze award in the Media Kit (Digital) category for its 2018 media brochure. **NASDA won a bronze award in the Brochure (Event/Convention) category for the 2017 USA Pavilion at the 21st Annual Americas Food & Beverage Show and Conference Prospectus.**

[Read More](#)



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Alex Noffsinger – Coordinator, Public Policy

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Rural Development, Forestry

Bob Ehart – Senior Policy & Science Advisor

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From: [Girard, Alexander C - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Lu, Jennifer Y - DATCP](#); [Stout, Lisa S - DATCP](#)
Subject: TIME SENSITIVE: Lt. Governor Briefing Information
Date: Monday, October 1, 2018 8:20:13 PM
Attachments: [Briefing Information on Wisconsin Mink and Trade for Lt. Gov.docx](#)
Importance: High

Hi Krista & Jennifer,

The attached briefing is for the Lt. Governor for tomorrow afternoon regarding the impacts of Chinese tariffs on mink producers in Wisconsin. I apologize for the quick turnaround; however, we received this request today later in the afternoon.

Please let me know by **10:30am** on Tuesday, 8/2 if you have anything further to add or suggest editing for purposes of clarity or accuracy.

I appreciate your time on this as you are all busy with World Dairy Expo!

Thanks,
Alexander

Alexander Girard
Legislative Advisor
Wisconsin Department of Agriculture,
Trade and Consumer Protection
Phone: (608) 224-5114
Cell: (608) 807-9425
AlexanderC.Girard@wisconsin.gov



From: [Amanda Culp](#)
Subject: TODAY: NAFTA Twitter Campaign
Date: Tuesday, June 5, 2018 9:50:48 AM

COSDA Members,

Last week was a one-two punch for American farmers with the Administration deciding to move forward with \$50 billion worth of Chinese import tariffs and imposing increased steel and aluminum duties on our closest trading allies – Canada, Mexico and the EU. These countries have already promised retaliatory action, targeting rural America first. This is a devastating blow to farmers across the country. Now more than ever, the food and agriculture community need a finalized NAFTA 2.0 deal that works for all industries, provides needed relief from retaliatory tariffs and strengthens America's rural economy.

Due to these recent developments, we're conducting a "Need NAFTA" social media day to draw attention to the fact that rural America is hurting and needs the support of the Administration now more than ever. **Please lend us your voice using #NEEDNAFTA between the hours of 10 a.m. and noon EST today Tuesday, June 5** and stand with American farmers and families. To assist with this effort, we've provided you a few tweet suggestions below. **Also don't forget to search your inbox for your state's personalized "International Trade Toolkit" which was distributed by me on April 5 and 6.**

- Retaliatory #tariffs hurt American jobs. 43 mil ag workers #NEEDNAFTA
<https://americansforfarmersandfamilies.com/wp-content/uploads/2018/01/NAFTA-promotes-jobs-higher-wages-lower-prices.pdf>
- Canada is the 2nd largest market for US ag exports. Farmers #NEEDNAFTA
https://www.fas.usda.gov/sites/default/files/2017-11/final-fy2017_2.jpg
- Retaliatory #tariffs hurt American jobs. That's why American farmers #NEEDNAFTA. Support America's farmers and families
https://www.uschamber.com/sites/default/files/the_facts_on_nafta_-_2017.pdf
- 70 percent of voters prefer opening new markets to sell American products, and not imposing tariffs. We #NEEDNAFTA to support farmers and families
<https://www.politico.com/interactives/2018/china-trade-poll/>
- Mexico is already implementing a "Plan B" to diversify ag imports, buying \$100M worth of corn from Brazil bc of US trade uncertainty. Americans #NEEDNAFTA
https://americansforfarmersandfamilies.com/wp-content/uploads/2018/06/NAFTA-Update-Backgrounder_AFF_06.01.pdf
- 2017 US farm and food exports: Canada = \$20.4B; Mexico = \$18.6B. American farmers #NEEDNAFTA https://www.fas.usda.gov/sites/default/files/2017-11/final-fy2017_2.jpg
- Farm income is at a 12-year low + retaliatory #tariffs hurt American jobs. Farmers #NEEDNAFTA

With additional legislative priorities scheduled for later this week, we have a limited window to make an impact! We appreciate your ongoing participation and support.

If you'd like graphics to accompany any of your posts, or have any questions, please contact Matt Kagel at matt@americansforfarmersandfamilies.com.

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of**

Agriculture | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Amanda Culp](#)
To: [Hector Castro \(hcastro@agr.wa.gov\)](mailto:hcastro@agr.wa.gov)
Subject: TODAY: Pet Food and Tariffs
Date: Friday, April 6, 2018 10:39:05 AM
Attachments: [AAFCO Talking Point for 4-6-18 meeting.pdf](#)

COSDA Members,

This is a reminder for our conference call today at 2 PM ET. In advance of our call, the Association of American Feed Control Officials (another NASDA affiliate) share their talking points.

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: Amanda Culp
Sent: Wednesday, April 04, 2018 9:15 AM
To: Hector Castro (hcastro@agr.wa.gov)
Subject: COSDA: Pet Food and Tariffs

COSDA Members,

We will be hosting a conference call this Friday, April 6 at 2 PM ET to discuss strategy and share resources on the Chinese tariffs on agricultural goods in response to U.S. steel and aluminum tariffs. We will also be discussing strategy around response to film documentary inquiries. Christi Lightcap from Colorado will share her experience in this area and others are welcome to share as well.

Dial-In Number: +1 (267) 930-4000

Participant Access: 833 225 269

To join the conference on your iOS Device, click this link: <http://rcconf.net/2qtgiXB>

Regards,

Amanda Culp | Director, Communications | **National Association of State Departments of Agriculture** | 4350 North Fairfax Drive Suite 910 Arlington, VA 22203 | (202) 296 -9680 | Amanda@nasda.org

From: [Stout, Lisa S - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Subject: Trade Information from Food Export Midwest
Date: Monday, September 24, 2018 10:37:00 AM
Attachments: [ATP Proposal Template and Guide.docx](#)
[All 13 States.pdf](#)

FYI – an example of the trade data that Food Export provides. See the document ‘All 13 states’.

Lisa

From: Teresa Miller <TMiller@FoodExport.org>
Sent: Monday, September 24, 2018 9:29 AM
To: Teresa Miller <TMiller@FoodExport.org>
Cc: Michelle Rogowski <MRogowski@FoodExport.org>
Subject: FW: Action Required: Agricultural Trade Promotion Program (ATP) Proposal Submissions due 9/28

Happy Monday Food Export - Midwest Member State Marketing Staff !

A friendly reminder on the submission of proposals.

Thanks for those of you that have connected with us with questions or ideas you are considering. You may already have seen this, but the US Chamber of Commerce have put state fact sheets on all industries that may be useful for you. (attached)

I am available for any questions you may have.

Thank you,

Teresa R. Miller
Food Export - Midwest
312.334.9208

From: Teresa Miller
Sent: Wednesday, September 12, 2018 11:00 AM
To: Teresa Miller
Cc: Michelle Rogowski; Tim Hamilton
Subject: Action Required: Agricultural Trade Promotion Program (ATP) Proposal Submissions due 9/28

Dear Food Export - Midwest Member State Marketing Staff;

The final rule for the Agricultural Trade Promotion Program has been released:
<https://www.federalregister.gov/documents/2018/08/30/2018-18870/agricultural-trade-promotion-program> . The UES internet system will be used to submit applications for this additional funding.

We are seeking your engagement on the application for the funds. Your proposals as well as internal

ideas will serve as the foundation of our application.

Attached, please find a reference guide as well as a template that should be utilized to submit your proposal to us. Please read the guide carefully, your proposal must demonstrate how these funds will help overcome recent tariff related trade barriers for markets directly affected by recent tariffs and/or to develop alternate markets for products impacted by those tariffs.

This document will also be posted in your State Portal for easy access.

FAS has stated that they will prioritize funding for requests that reflect the broadest representation of producers and processors. Therefore, multi-state and regional proposals are preferred. Please remember to consider activities that: 1) offer measurable goals and results, 2) involve U.S. supplier participation to the extent possible and 3) generate industry contribution. 4) complement programs and services already available

We have a short window for submitting the application. Submit your proposals back to me, using the attached template by COB **September 28th, 2018.**

If you have any questions don't hesitate to contact me.

Best regards,

Teresa R. Miller
International Marketing Program Manager
Food Export Association of the Midwest USA
www.foodexport.org
312.334.9208

From: [Stout, Lisa S - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Cc: [Heinemann, Jack A - DATCP](#)
Bcc: [Rao, Ashwini P - DATCP](#)
Subject: trade tariffs
Date: Wednesday, April 11, 2018 2:39:00 PM
Attachments: [WIexports_cranberries.xlsx](#)
[WIexports_ginseng.xlsx](#)
[WIexports_oilseeds.xlsx](#)
[2017 WI Ag Export Highlights.pdf](#)

Alex,

Cranberries, ginseng, and soybeans are on the imposed tariff list. Exports of these products will be affected with tariffs are imposed.

I would recommend that you speak with Steve Deller, UW Madison, Agriculture and Applied Economics.

Steven Deller
scdeller@wisc.edu
(608) 263-6251

Lisa

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: [Heinemann, Jack A - DATCP](#)
To: [Girard, Alexander C - DATCP](#); [Cosh, William - DATCP](#)
Cc: [Knigge, Krista M - DATCP](#)
Subject: Trade War Comments
Date: Wednesday, July 11, 2018 11:35:50 AM

Sent for your information.

Jennifer has been traveling in China. See her findings below regarding the trade war with China.

“The trade war in China now has a tone from the government to diversify import of agricultural products from other foreign countries than from the USA. Large state enterprises such as large government owned dairy businesses are afraid to buy feed like ddgs, corn and soybeans with added tariff from the USA under the government pressure.”

Jack

From: [Heinemann, Jack A - DATCP](#)
To: [Knigge, Krista M - DATCP](#)
Cc: [Lu, Jennifer Y - DATCP](#)
Subject: Trip Report American Mink Council General Meeting
Date: Wednesday, August 15, 2018 5:25:53 PM
Attachments: [Trip Report AMC General Meeting.docx](#)

Attached please the trip report as requested.

Jack

From: [Lu, Jennifer Y - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#)
Cc: [Stamm, Christine A - DATCP](#); [Gegare, Debbie E - DATCP](#); [Schmitt, Kathy M - DATCP](#); [Stout, Lisa S - DATCP](#); [Gandara, Enrique R - DATCP](#); [Rao, Ashwini P - DATCP](#)
Subject: Tuesday PM MOU signing with FoxConn, Ginseng Board and Hsu with Governor Walker
Date: Sunday, September 16, 2018 2:40:02 PM

Another update, FoxConn Healthcare and Wausau Region Chamber of Commerce president David Eckmann (separately) would like to invite DATCP to witness the signing of a MOU between FoxConn Healthcare, Hsu's and GBW Tuesday afternoon in Wausau.

Governor will be there.

FoxConn Healthcare people will give us the details at the 4:00pm Monday afternoon meeting of the MOU.

Best regards,
Jennifer Lu
Wisconsin Department of Agriculture, Trade and Consumer Protection
Tel: 608 224 5102
Mobile: 608 347 1852
Email: Jennifer.lu@wi.gov

On Sep 16, 2018, at 12:24 PM, Rao, Ashwini P - DATCP <Ashwini.Rao@wisconsin.gov> wrote:

I'm scheduled to be in Milwaukee tomorrow afternoon. I can reschedule that meeting if you think I need to be at this one. Please let me know.

Ashwini

Ashwini Rao
International Economic Development Consultant
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: 608-224-5119
Cell Phone: 608-224-9932
Ashwini.rao@wisconsin.gov

On Sep 16, 2018, at 12:12, Knigge, Krista M - DATCP <Krista.Knigge@wisconsin.gov> wrote:

Jennifer- Thank you for your work and providing additional information as it becomes available. I will make some adjustments to my plans so I can be there Monday at 4pm.

Jack and team - Can we find out what WEDC already has planned for the show, talk through ideas for our involvement and touch base after our division meeting in the morning?

Krista Knigge, Administrator, Division of Agriculture
Development

[Wisconsin Department of Agriculture, Trade and Consumer
Protection](http://www.wisconsin.gov/agriculture)

Phone: [\(608\) 224-5142](tel:6082245142); krista.knigge@wisconsin.gov

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customer service. Thank you for your feedback!**

On Sep 15, 2018, at 9:53 PM, Lu, Jennifer Y - DATCP
<Jennifer.Lu@wisconsin.gov> wrote:

Hello Krista, Jack and Christine,

I continued the discussion with FoxConn Healthcare
staff after the educational seminar and at Hsu's Ginseng
reception tonight.

They'd like to explore specific areas of collaboration in
agriculture with DATCP beyond ginseng, promote
overall WI Ag in the Foxcon/WEDC Pavilion at China
Import Expo in November and try to use some of their
\$100 million donation to UW Madison related to
agricultural projects.

They will be at UW Madison till 3:00pm Monday.

They'd like to meet with us at DATCP at 4:00pm-
5:00pm for further discussion.

Krista and Jack, let me know your availability at above
time.

Christine, it will be great if Secretary could be available
to join us too. Please confirm.

Thank you everyone.

Best regards,

Jennifer Lu

Wisconsin Department of Agriculture, Trade and
Consumer Protection

Tel: 608 224 5102

Mobile: 608 347 1852

Email: Jennifer.lu@wi.gov

From: [Cassandra Kuball](#)
To: [Stamm, Christine A - DATCP](#)
Subject: U.S. Corn Refining Industry Caught in Expanding Trade War
Date: Monday, August 13, 2018 1:25:47 PM
Attachments: [image001.png](#)

Dear Gov. Scott Walker,

We write to advise you that the U.S. corn refining has joined the ranks of American industries caught in the expanding trade war between the U.S. and our global trading partners.

Recently, the U.S. announced its intention to increase tariffs from 10 to 25 percent against \$200 billion worth of Chinese goods. China promptly responded with an announcement of its intention to impose tariffs on approximately \$60 billion of imported U.S. products using four different tax rates. Corn sweeteners, starches and oil have been included on the list of U.S. products that China has targeted.

Open markets are extremely important to the U.S. corn refining industry and the value we bring to your state. In Wisconsin the corn refining industry supports over 2,100 jobs, contributing approximately \$368 million to the state's economy. We respectfully advocate prompt resolution of the current trade war, including adoption of a modernized NAFTA that would strengthen trade relationships with Mexico and Canada.

Thank you for your consideration.

Regards,

Cassandra Kuball

Cassandra A. Kuball
Sr. Director, Trade & Industry Affairs
Corn Refiners Association



1701 Pennsylvania Avenue, N.W.
Suite 950
Washington, DC 20006

Direct: (202) 534-3503
Main: (202) 331-1634

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immediately advise the sender by reply e-mail that this message has been inadvertently transmitted to you and delete this e-mail from your system. Thank you for your cooperation.

From: [Andre, Ashley K - DATCP](#)
To: [Girard, Alexander C - DATCP](#)
Subject: Updated document
Date: Wednesday, April 11, 2018 5:30:00 PM
Attachments: [Tariffs and Trade Information Updated 1.docx](#)

Ashley Andre
Policy Initiatives Advisor – Office of the Secretary
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5002
Cell Phone: (608) 220-5067
ashley.andre@wisconsin.gov

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From: [Stout, Lisa S - DATCP](#)
To: ["Joe Lothamer"; "John@lorannoils.com"](#)
Subject: Updated Itinerary and company meetings
Date: Tuesday, August 7, 2018 3:16:00 PM
Attachments: [LorAnn Oils, Inc.pdf](#)

Dear Joe and John,

Attached please find an UPDATED itinerary and company meeting schedule.

Attention: Please **stay with** the itinerary included before the meeting schedule.

- 1) Reminder of bringing original passport/ID certificate in the morning of August 13. No laptop allowed when accessing ATO Shanghai office.
- 2) Meeting room number and showcase event place are added.

Color-printed attachment will also be passed to each company when we all meet together.

Best regards,

Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov

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From: Joe Lothamer <Joe@lorannoils.com>
Sent: Tuesday, August 7, 2018 1:43 PM
To: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Subject: RE: Focused Trade Mission to China - Report on tariffs

Lisa, when will we know what companies we are visiting with at the meetings?

Joseph Lothamer
International Sales Manager
LorAnn Oils, Inc.
Ph: 001-517-882-0215
Fax: 001-517-882-0507
www.LorAnnOils.com
[Find us on Facebook](#)
[Follow us on Twitter](#)
[View us on Pinterest](#)



From: Stout, Lisa S - DATCP <Lisa.Stout@wisconsin.gov>
Sent: Tuesday, August 7, 2018 11:21 AM
To: lizhang@amlatglobal.com; li@chinaiaowa.com; eric.guo@chinaiaowa.com; eastwestdevelop@aol.com; qliusa@sbcglobal.net; jeff.kent@foremostfarms.com; toyin@iyafoods.com; Joe Lothamer <Joe@lorannoils.com>; John Grettenberger Jr <John@lorannoils.com>; dsmith@michaelscookies.net; cliu@orangecheese.cn; elijah@rushdirect.net; jacob.thestonergroup@hotmail.com; thestonergroup@hotmail.com; Raffaele Mascolo <mascolocheese@gmail.com>; Jen Kuo <jenkuo1008@gmail.com>; Jerry Haines <jerry@titledtowncheese.net> <jerry@titledtowncheese.net>; Jim Morgan <jim@fairplay-wi.com>
Subject: Focused Trade Mission to China - Report on tariffs

Some of have asked about current trade situation, so I am forwarding information provided by Food Export:

Regarding the current and ongoing trade policies and tariffs - this is an ongoing issue and changing rapidly. USDA has released GAIN reports that provide information on specific tariffs imposed. We will also hear from our Foreign Agriculture Service personnel at our briefings during the mission.

We think it's important that U.S. companies continue to strengthen their current relationships with their clients overseas. U.S. food and agricultural products remain in demand by consumers worldwide. At Food Export-Midwest and Food Export-Northeast, the mission continues to focus on market development and helping U.S. companies find export success through all of our programs and services. We are committed to serve them and help them explore new markets and make the most of your current export markets.

We will continue to monitor the tariff and trade situations and share any information with our suppliers as it is available, in the meantime our programs and services for 2019 are also open for registration.

Below GAIN Report link for china tariffs:

https://gain.fas.usda.gov/Recent%20GAIN%20Publications/China%20Responds%20to%20U.S.%20301%20Announcement%20with%20Revised%20Product%20List%20_Beijing_China%20-%20Peoples%20Republic%20of_6-21-2018.pdf

Best regards,
Lisa Stout
Economic Development Consultant – International Agribusiness Center/Division of Ag Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Phone: (608) 224-5126
Cell Phone: (608) 514-4538
Lisa.stout@wisconsin.gov
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From: [Hummell, Richard P - DATCP](#)
To: [Knigge, Krista M - DATCP](#); [Lu, Jennifer Y - DATCP](#)
Subject: Updated Power Point and Dairy Talking Points
Date: Wednesday, September 26, 2018 4:19:29 PM
Attachments: [UPDATED 2018DairyTalkingPoints.docx](#)
[UPDATED WIDATCP presentation.pptx](#)

Here you go. Thanks!

Rick Hummell
Communications Specialist - Division of Agricultural Development
Wisconsin Department of Agriculture, Trade and Consumer Protection
Office: (608) 224-5041
Cell: (608) 999-1406
rick.hummell@wisconsin.gov

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

From: [Knigge, Krista M - DATCP](#)
To: [Schmitt, Kathy M - DATCP](#); [Heinemann, Jack A - DATCP](#); [Sullivan, Angie C - DATCP](#)
Subject: USDA announcement
Date: Wednesday, August 29, 2018 10:28:47 PM

Below are a few more details on the \$12B programs being made available.

USDA Announces Details of Assistance for Farmers Impacted by Unjustified Retaliation

(Washington, D.C., August 27, 2018) – U.S. Secretary of Agriculture Sonny Perdue today announced details regarding actions the U.S. Department of Agriculture (USDA) will take to assist farmers in response to trade damage from unjustified retaliation by foreign nations. President Donald J. Trump directed Secretary Perdue to craft a short-term relief strategy to protect agricultural producers while the Administration works on free, fair, and reciprocal trade deals to open more markets in the long run to help American farmers compete globally. As [announced last month](#), USDA will authorize up to \$12 billion in programs, consistent with our World Trade Organization obligations.

“Early on, the President instructed me, as Secretary of Agriculture, to make sure our farmers did not bear the brunt of unfair retaliatory tariffs. After careful analysis by our team at USDA, we have formulated our strategy to mitigate the trade damages sustained by our farmers. Our farmers work hard, and are the most productive in the world, and we aim to protect them,” said Secretary Perdue.

These programs will assist agricultural producers to meet the costs of disrupted markets:

- USDA’s Farm Service Agency (FSA) will administer the Market Facilitation Program (MFP) to provide payments to corn, cotton, dairy, hog, sorghum, soybean and wheat producers starting September 4, 2018. This is the first payment period. The second payment period, if warranted, will be determined by USDA.
- USDA’s Agricultural Marketing Service (AMS) will administer a Food Purchase and Distribution Program to purchase up to \$1.2 billion in commodities unfairly targeted by unjustified retaliation. USDA’s Food and Nutrition Service (FNS) will distribute these commodities through nutrition assistance programs such as The Emergency Food Assistance Program (TEFAP) and child nutrition programs.
- Through the Foreign Agricultural Service’s (FAS) Agricultural Trade Promotion Program (ATP), \$200 million will be made available to develop foreign markets for U.S. agricultural products. The program will help U.S. agricultural exporters identify and access new markets and help mitigate the adverse effects of other countries’ restrictions.

“President Trump has been standing up to China and other nations, sending the clear message that the United States will no longer

tolerate their unfair trade practices, which include non-tariff trade barriers and the theft of intellectual property. In short, the President has taken action to benefit all sectors of the American economy – including agriculture – in the long run,” **said Secretary Perdue**. “It’s important to note all of this could go away tomorrow, if China and the other nations simply correct their behavior. But in the meantime, the programs we are announcing today buys time for the President to strike long-lasting trade deals to benefit our entire economy.”

Background on Market Facilitation Program:

MFP is established under the statutory authority of the Commodity Credit Corporation (CCC) and administered by FSA. For each commodity covered, the payment rate will be dependent upon the severity of the trade disruption and the period of adjustment to new trade patterns, based on each producer’s actual production.

Interested producers can apply after harvest is 100 percent complete and they can report their total 2018 production. Beginning September 4th of this year, MFP applications will be available online at www.farmers.gov/MFP. Producers will also be able to submit their MFP applications in person, by email, fax, or by mail.

Eligible applicants must have an ownership interest in the commodity, be actively engaged in farming, and have an average adjusted gross income (AGI) for tax years 2014, 2015, and 2016 of less than \$900,000. Applicants must also comply with the provisions of the “Highly Erodible Land and Wetland Conservation” regulations. On September 4, 2018, the first of two MFP payment periods will begin. The second payment period, if warranted, will be determined by the CCC.

Market Facilitation Program

Commodity	Initial Payment Rate	Est. Initial Payment** (in \$1,000s)
Cotton	\$0.06 / lb.	\$276,900
Corn	\$0.01 / bu.	\$96,000
Dairy (milk)	\$0.12 / cwt.	\$127,400
Pork (hogs)	\$8.00 / head	\$290,300
Soybeans	\$1.65 / bu.	\$3,629,700
Sorghum	\$0.86 / bu.	\$156,800
Wheat	\$0.14 / bu.	\$119,200
Total		\$4,696,300

** Initial payment rate on 50% of production

The initial MFP payment will be calculated by multiplying 50 percent of the producer’s total 2018 actual production by the applicable MFP rate. If CCC announces a second MFP payment period, the remaining 50 percent of the producer’s total 2018 actual production will be subject to the second MFP payment rate.

MFP payments are capped per person or legal entity at a combined \$125,000 for dairy production or hogs. Payment for dairy production is based off the historical production reported for the Margin

Protection Program for Dairy (MPP-Dairy). For existing dairy operations, the production history is established using the highest annual milk production marketed during the full calendar years of 2011, 2012, and 2013. Dairy operations are also required to have been in operation on June 1, 2018 to be eligible for payments. Payment for hog operations will be based off the total number of head of live hogs owned on August 1, 2018.

MFP payments are also capped per person or legal entity at a combined \$125,000 for corn, cotton, sorghum, soybeans and wheat.

For more information on the MFP visit www.farmers.gov/MFP or contact your local FSA office, which can be found at www.farmers.gov.

Background on Food Purchase and Distribution Program:

The amounts of commodities to be purchased are based on an economic analysis of the damage caused by unjustified tariffs imposed on the crops listed below. Their damages will be adjusted based on several factors and spread over several months in response to orders placed by states participating in the FNS nutrition assistance programs.

Food Purchases

Commodity	Target Amount (in \$1,000s)
Apples	\$93,400
Apricots	\$200
Beef	\$14,800
Blueberries	\$1,700
Cranberries	\$32,800
Dairy	\$84,900
Figs	\$15
Grapefruit	\$700
Grapes	\$48,200
Hazelnuts	\$2,100
Kidney Beans	\$14,200
Lemons/Limes	\$3,400
Lentils	\$1,800
Macadamia	\$7,700
Navy Beans	\$18,000
Oranges (Fresh)	\$55,600
Orange Juice	\$24,000
Peanut Butter	\$12,300
Pears	\$1,400
Peas	\$11,800
Pecans	\$16,000
Pistachios	\$85,200
Plums/Prunes	\$18,700
Pork	\$558,800
Potatoes	\$44,500
Rice	\$48,100

Strawberries	\$1,500
Sweet Corn	\$2,400
Walnuts	\$34,600
Total	\$1,238,800

Program details yet to be determined

Commodity	Target Amount (in \$1,000s)
Almonds	\$63,300
Sweet Cherries	\$111,500
Total	\$174,800

Products purchased will be distributed by FNS to participating states, for use in TEFAP and other USDA nutrition assistance programs.

Purchasing:

AMS will buy affected products in four phases. The materials purchased can be adjusted between phases to accommodate changes due to: growing conditions; product availability; market conditions; trade negotiation status; and program capacity.

AMS will purchase known commodities first. By purchasing in phases, procurements for commodities that have been sourced in the past can be purchased more quickly and included in the first phase.

Vendor Outreach:

To expand the AMS vendor pool and the ability to purchase new and existing products, AMS will ramp up its vendor outreach and registration efforts. AMS has also developed flyers on how the process works and how to become a vendor for distribution to industry groups and interested parties. Additionally, AMS will continue to host a series of free webinars describing the steps required to become a vendor. Stakeholders will have the opportunity to submit questions to be answered during the webinar, or to be included in a Frequently Asked Questions document. Recorded webinars are available to review by potential vendors, and staff will host periodic Question and Answer teleconferences to better explain the process.

Product Specifications:

AMS maintains purchase specifications for a variety of commodities, which ensure recipients receive the high-quality product they expect. AMS in collaboration with FNS regularly develops and revises specifications for new and enhanced products based on program requirements and requests and will be prioritizing the development of those products impacted by unjustified retaliation. AMS will also work with industry groups to identify varieties and grades sold to China and other offshore markets such as premium apples, oranges, pears and other products. AMS will develop or revise specifications to facilitate the purchase of these premium varieties in forms that meet the needs of FNS nutrition assistance programs.

Outlets:

AMS purchases commodities for use in FNS programs such as the National School Lunch Program, TEFAP and other nutrition assistance programs. AMS is working closely with FNS to distribute products to State Agencies that participate in USDA nutrition assistance programs as well as exploring other outlets for distribution of products, as needed.

To the extent possible, FNS will identify items for distribution that are appropriate for each potential outlet. The products discussed in this plan will be distributed to States for use in the network of food banks and food pantries that participate in TEFAP, elderly feeding programs such the Commodity Supplemental Foods Program, and tribes that operate the Food Distribution Program on Indian Reservations.

These outlets are in addition to child nutrition programs such as the National School Lunch Program, which may also benefit from these purchases.

Distribution:

AMS has coordinated with the Office of the Chief Economist, FNS, Industry, and other agency partners to determine necessary logistics for the purchase and distribution of each commodity including trucking, inspection and audit requirements, and agency staffing.

Background on Agricultural Trade Promotion Program:

The FAS will administer the ATP under authorities of the CCC. The ATP will provide cost-share assistance to eligible U.S. organizations for activities such as consumer advertising, public relations, point-of-sale demonstrations, participation in trade fairs and exhibits, market research, and technical assistance. Applications for the ATP will be accepted until November 2, 2018 or until funding is exhausted. Funding should be allocated to eligible participants in early 2019. The ATP is meant to help all sectors of U.S. agriculture, including fish and forest product producers, mainly through partnerships with non-profit national and regional organizations.

Agricultural Trade Promotion Program

	Est. Amount (in \$1,000s)
Ag Products Total	\$200,000

###

Katie Zenk

House Agriculture Committee
Ranking Member Collin C. Peterson (D-MN)

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From: [Girard, Alexander C - DATCP](#)
To: [Moll, Keeley A - DATCP](#); [Ripp, Keith - DATCP](#); [Knigge, Krista M - DATCP](#); [Heinemann, Jack A - DATCP](#)
Subject: USDA's Trade Mitigation Programs - NASDA Summary
Date: Wednesday, July 25, 2018 10:29:38 AM
Attachments: [USDA Trade Mitigation 7.24.18.pdf](#)
[image001.png](#)

Please note the attached NASDA briefing document on USDA's trade mitigation plan.

Alexander Girard

Legislative Advisor

Department of Agriculture, Trade, and Consumer Protection

(608) 224-5114



From: Amanda Culp
Sent: Tuesday, July 24, 2018 5:05 PM
Subject: NASDA Statement on USDA's Trade Mitigation Programs

FOR IMMEDIATE RELEASE: July 24, 2018

Contact:

Amanda Culp

Director, Communications

(202) 296-9680

amanda@nasda.org

NASDA Statement on USDA's Trade Mitigation Programs

Following USDA's announcement today of the Administrations trade mitigation programs, National Association of State Departments of Agriculture (NASDA) CEO Dr. Barbara P. Glenn issued the following statement:

“As trade tensions have escalated, the needs of farmers—who are already struggling—are increasing. We look forward to working with USDA as it seeks to address the short-term challenges farmers are facing. As we move forward, long term solutions to ensure farmers have certainty with existing markets and can access new markets are paramount. We urge the administration to swiftly conclude negotiations to modernize NAFTA, resolve negotiations with China, and complete new trade agreements.”

NASDA represents the elected and appointed commissioners, secretaries, and directors of the departments of agriculture in all fifty states and four U.S. territories. NASDA grows and enhances agriculture by forging partnerships and creating consensus to achieve sound policy outcomes between state departments of agriculture, the federal government, and stakeholders.

###

View this statement online [here](#). Retweet this statement [here](#).

From: [Swenson, Jeffrey A - DATCP](#)
To: [DATCP DL Ag Development](#)
Subject: Weekly Market Update
Date: Friday, October 5, 2018 2:59:47 PM
Attachments: [10_1_18mktupdate.pdf](#)

Jeffrey A. Swenson

Livestock and Meat Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Subject: Weekly Market Update
Date: Friday, September 21, 2018 4:11:36 PM

Market Update The Week of September 17, 2018 Prepared and written by Jeff Swenson. The Market Update draws information from several sources, including trade publications, radio broadcasts, agricultural news services, individuals involved in the industry as well as USDA NASS and AMS reports. | Milk production continues to be higher than last year. Wisconsin produced 2.62 billion pounds of milk in August – that’s 1 percent higher than August 2017. Cow numbers in the state were the same as last month, but 4,000 head less than last year. Nationally, milk production is 1.4 percent higher than last August. Cow numbers in the 23 major milk producing states were 3,000 head less than August 2017, but 4,000 more than July 2018. # | Trade wars and tariffs have dominated agriculture news headlines nationally since late spring. The latest export numbers don’t paint such a bleak picture as what some would expect – at least not when it comes to volume. According to the latest USDA Livestock, Dairy and Poultry Outlook, beef exports are on a record pace through July. Beef exported was 19 percent higher than the same period in 2017. The major Asian markets drove the pace of exports – Japan, South Korea, Taiwan, Hong Kong and the Philippines. Beef led other meats as far as total value. The volume winner was broilers, which accounted for 40 percent of total export meat volume. While broiler exports were 5 percent higher than July 2017, the total value was 2 percent lower than a year ago. Pork Exports year to date are 6.5 percent higher than 2017. Exports were lower to China, but with strong demand from South Korea, Japan, the Philippines, Australia and Columbia. Corn, wheat and soybean exports last week were higher than expectations. U.S. soybean prices make them attractive to foreign buyers on the world market. Argentina has been buying U.S. soybeans, likely to resell to China. # | Alarming numbers, attributed to a variety of sources, have been circulating this week. Creighton University’s most recent agricultural economic conditions survey reports that 43 percent of banks in a 10-state region had turned down farm loans this year, that’s almost double of 2017. Ag consultant Roy Ferguson from Oklahoma wrote in a recent newsletter that agricultural producers’ current liabilities have increased drastically, from 112 percent of after-tax profits in 2013 to 206 percent in 2018. U.S. agriculture’s working capital has dropped from \$165 billion at the end of 2012 to \$56 billion today. # | President Trump Monday (September 17) announced a 10 percent tariff on \$200 billion more Chinese goods starting September 24. The tariffs are in addition to those announced in June. China has vowed to retaliate with additional tariffs of their own. Officials from Canada and the U.S. continue to discuss the trilateral agreement to replace NAFTA. Mexico, having an agreement in place (unofficially) are back to being customers in earnest, purchasing or agreeing to purchase soybeans, pork and other agricultural products from the U.S. during the past two weeks. # | Cash hog prices have increased this week on at least couple of factors. Higher prices in part are due to the disruption of hog supply in North Carolina where at least 5,500 pigs perished in Hurricane Florence. An estimated 3.4 million poultry birds were also killed in the storm and its aftermath. China’s sow herd has decreased by 4.8 percent compared to last year due to low prices and African Swine Fever depopulation. Whether the news from China will increase global demand for U.S. pork has been a topic of conversation since news of the fever broke. # | Another sign that U.S. beef herd expansion is over came this week in the form of a report from the Food and Agricultural Policy Institute (FAPRI) at the University of Missouri. Their Baseline Update for U.S. Agricultural Markets projects that beef cow numbers will peak next year at 31.8 million head. After they peak, numbers are expected to drop to 30.8 million head by 2023. Total cattle and calves would plateau next year at 94.6 million head (200,000 more than this year.) FAPRI projects that beef production will then peak in 2021. Note: The next Market Update will appear early next week and include information from the September 21, 2018 Cattle on Feed Report. Please visit the World Beef Expo at the Wisconsin State Fairgrounds in West Allis September 28 – 30.

From: [Swenson, Jeffrey A - DATCP](#)
To: [DATCP DL Ag Development](#)
Subject: Weekly Market Update
Date: Friday, September 21, 2018 4:11:36 PM
Attachments: [9_17_18mktupdate.pdf](#)

Jeffrey A. Swenson

Livestock and Meat Specialist

Wisconsin Department of Agriculture, Trade and Consumer Protection

(608) 224-5082

Please complete this [brief survey](#) to help us improve our customer service. Thank you for your feedback!

Subject: Weekly Market Update
Date: Friday, October 5, 2018 2:59:47 PM

Market Update The Week of October 1, 2018 Prepared and written by Jeff Swenson. The Market Update draws information from several sources, including trade publications, radio broadcasts, agricultural news services, individuals involved in the industry as well as USDA NASS and AMS reports. | The biggest news item in agriculture this week was Canada signing on to the trade agreement between the United States and Mexico. Questions about the new agreement, now referred to as USMCA, remain, but agriculture groups are, for the most part, applauding the development. The agreement, once ratified by the legislative process of each country, will replace the current North American Free Trade Agreement (NAFTA.) U.S. dairy farmers have been promised larger access to the Canadian market which has spurred optimism during an otherwise dark outlook for the sector. Canadian beef producers are celebrating the agreement that “preserves and secures duty-free access upon which the Canadian beef cattle sector has been built over the past 25 years.” Beef groups that support Country of Origin Labeling (COOL) are voicing frustration that COOL language was left out of the agreement and because of the open access the Canadians have to the U.S. market for both their live cattle and beef. # | There are conflicting reports regarding negotiations between the U.S. and China. Most news sources are reporting that trade talks will resume in December – after the mid-term elections. Negotiations may happen sooner according to some, as China feels pressure to secure soybeans and other agriculture products. Russia has once again stated it will limit exports of wheat – a position they have flip-flopped on weekly for the past month. If Russia is concerned about its wheat supply, and Argentina is running out of beans to sell, then China will need to tap into the U.S. supplies. With this week’s USMCA announcement and last week’s news of a modernized trade agreement between the U.S. and Korea, China may feel further pressure to negotiate. # | To say farmers in the Cornbelt are sick of rain is an understatement. Showers are expected to delay harvest with rain in the forecast each day until at least the middle of next week. Grain futures trended higher this week - corn futures made their largest weekly gain in two months. Monday’s (October 1) Crop Progress and Condition report said that corn harvested for silage in Wisconsin is 79 percent complete while corn harvest for grain is 10 percent complete. Both numbers are ahead of the five-year average, but little progress is expected in the near future. # | The fed cattle market has been resilient in the face of large supplies. Domestic demand and exports have been strong. Rain means mud and that will slow feedlot performance and increase costs for cattle feeders. If marketings slow, the cattle market should stay steady to slightly higher until at least mid-November. The latest export numbers show strong sales to Japan. Export growth to Korea continues at a remarkable pace. The United States has captured nearly 75 percent of the chilled beef market in Taiwan. Consumer confidence domestically has kept beef on grocery lists. # | Hog prices have been trending higher. The agreement with Mexico and Canada will help keep optimism in the market. Trade tensions overall have impacted pork prices, however. Mexico’s tariffs on U.S. pork is at 20 percent (which will go to zero when/if USMCA is ratified) and Chinese tariffs remain at 62 percent. Pork export volume is strong, but the export value is lower. Korea has been a great customer of U.S. pork. There has been export growth to Japan, Taiwan and Latin America. July pork exports accounted for 24.7 percent of all U.S. production. # | The House Senate Conference Committee failed to pass a new farm bill before expiration of the 2014 measure September 30. At least one lawmaker is telling farmers not to panic. Iowa Senator Chuck Grassley believes a new farm bill or a farm bill extension will be passed by the end of the year. # | Fifty-seven percent of grain producers are planning to store grain unpriced and wait of higher prices according to a Farm Journal survey. #

From: [Stout, Lisa S - DATCP](#)
To: [Rusch, Paige N - DATCP](#)
Subject: weekly report - Lisa Stout
Date: Wednesday, April 11, 2018 12:39:00 PM

International staff is coaching 4 food and agricultural companies through Expotech which is sponsored by University of Wisconsin Stout Manufacturing Outreach Center. A cheese company, a food processing system, a ventilation and fan equipment company; and a grain company are participating. Expotech is a three day program over 3 months, with the goal of a completed export plan. The next two sessions May 2 and June 13.

International staff is making introductions between Chinese buyers and Wisconsin dairy companies in anticipation of company visits in May and June.

International staff attending a presentation on Africa as an emerging market.

International staff attended a presentation on China and US Trade Policies, with a discussion of the looming trade war. China is Wisconsin's third largest export market. In retaliation of the U.S. announcing import tariffs, the Government of China announced increased tariffs on specific goods as well. China would like to expand imports from around the world, including the U.S. The Consulate of China in Chicago is promoting a new China Import Show in Shanghai in November, offering booth space and assistance during the show. All industries, including food and agriculture, will be included.

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From: [Knigge, Krista M - DATCP](#)
To: [Swenson, Jeffrey A - DATCP](#); [Norm E - DATCP Mosen \(Norm.Mosen@wisconsin.gov\)](#); [Heinemann, Jack A - DATCP](#); [Kathy M - DATCP Schmitt \(Kathy.Schmitt@wisconsin.gov\)](#); [Angie C - DATCP Sullivan \(Angie.Sullivan@wisconsin.gov\)](#)
Subject: Which way are the trade winds blowing?
Date: Friday, September 7, 2018 9:03:00 AM

An article from a Hoard's intel e-newsletter regarding milk forecasts and exports

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<https://hoards.com/article-23915-which-way-are-the-trade-winds-blowing.html>

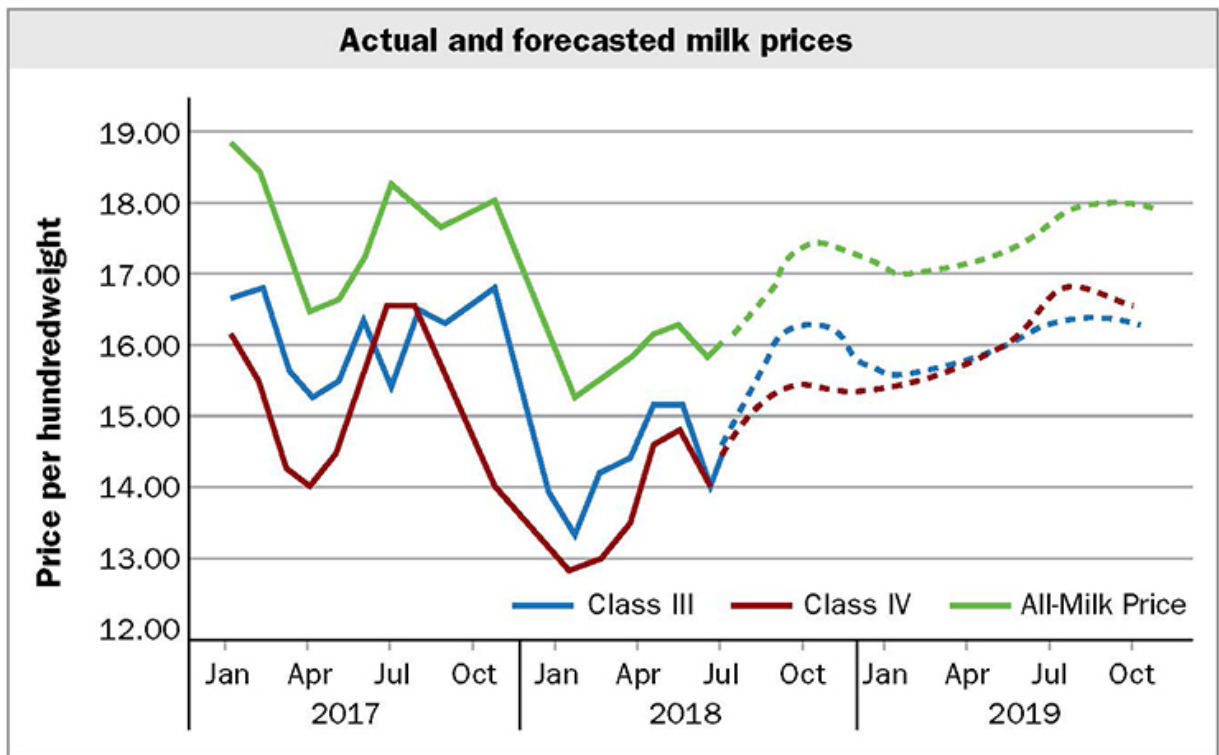
Which way are the trade winds blowing?

[Mark Stephenson, Center for Dairy Profitability, UW-Madison](#)

The author is the director of dairy policy analysis at the Center for Dairy Profitability, Madison, Wis.

I would be the first to tell you that forecasting milk prices is an imprecise science. But I do try to do more than wet my finger and stick it in the air to see which way the winds are blowing. I have economic models that I use to inform my opinions; I wait for the most recent data from reporting sources; and I try to keep abreast of the news articles that report on factors that may be important to the dairy industry.

Forecasting still boils down to supply and demand. My most useful forecast tool is a supply and utilization table where I organize my information and build up things like milk production. If I think that there is a story about cow numbers or production per cow, then that will alter my production forecast.



Of course, I also have to look at dairy product stocks — the ballast tank for the dairy industry — and see if there is a story there. What about our economy and changing consumer preferences for out-of-home dining or fluid milk consumption?

Until about a dozen years ago, I didn't have to think about exports. Our dairy economy was large and mostly internal, with very little international trade to worry about. It is a different story today and export customers are a significant piece of U.S. dairy demand.

It is hard enough to keep track of changing demand patterns for dairy products in countries like Mexico, China, and others. The size of the spreadsheets that I use to organize data has ballooned since I now keep an eye on competitors for world markets and digest what is happening in their dairy industries, too.

I thought that I was getting on top of all of that, and I believed that my data set was large enough to accommodate domestic and foreign ripples in supply and demand.

EVERYTHING CHANGED

Until a little more than a month ago, I was feeling cautiously optimistic about a milk price recovery in 2018. Sure, we still had large stocks of powder in Europe to work down and our own stocks of cheese and powder were on the heavy side, but there were signs of purchases coming out of several countries and our domestic demand looked to be fairly strong. And, because of hot weather, gains in milk production in the European Union (EU) were even slowing down a bit. The markets looked ready to improve milk prices, not like 2014, but foreign and domestic product prices were strengthening and my colleagues in Europe and Oceania were optimistic.

Our own futures markets confirmed the optimism. They are a wonderful sponge soaking up market information and wringing out prices. When the U.S. announced tariffs on aluminum and

steel from several countries in June, Mexico and China — two of our largest dairy product customers — retaliated with tariffs on agricultural products including dairy.

Almost immediately, futures markets reacted to the news by reversing the earlier gains and dropping somewhere between \$1.50 and \$2 per hundredweight (cwt.) in most months. This was devastating news to dairy producers who were well into the fourth year of relatively low milk prices.

Markets don't like uncertainty, and the initial reaction to trade impacts was probably an overreaction to the likely outcomes. The USDA's estimate of the impact of tariffs on dairy trade seemed to confirm something less than that number.

We still don't know all of the details of the trade relief package announced by Secretary of Agriculture Sonny Purdue, but insiders are saying that dairy accounts for about \$1.6 billion of the \$12 billion in aid. That \$1.6 billion on a little more than half a year's production is about a \$1 per cwt. impact in 2018.

A MORE ROBUST MODEL

A colleague and I have been working for a couple of years on a fairly comprehensive dairy trade model. When we impose the tariffs from Mexico and China, we certainly do see an impact, but over time, it's not as large as we are seeing in the short run.

First of all, at current prices we are still likely to sell whey to China even with tariffs. This happens partly because there isn't another supplier with enough capacity to fill all of China's demands and partly because our whey prices are somewhat discounted compared to the European Union's anyway. We are still likely to be in the competitive range even with the imposed tariffs.

Mexican tariffs are a bit different. We aren't always in a competitive price range with cheese, and tariffs could make those sales even more difficult. However, we have developed strong customer associations over many years, and neither the buyer nor the seller want to give up those relationships over a short-term problem. And, given our proximity to Mexico, we can still service accounts more easily than our competitors can.

Yes, the tariffs are a problem, and if they stay in place for a long period of time, they will create lasting damage to our export markets. We will find new overseas customers, and we hope that NAFTA negotiations might be completed quickly so that we can get back to business with our neighbors.

I am forecasting milk price improvements through the rest of 2018 and through most of 2019. Not a meteoric climb, but a steady improvement to a 2019 average that should feel a lot like 2017.

From: [Stamm, Christine A - DATCP](#)
To: [Stamm, Christine A - DATCP](#)
Subject: You are invited - Wednesday May 30 - Farmers for Free Trade Event
Date: Wednesday, May 23, 2018 12:30:04 PM
Attachments: [05302018FarmersForFreeTradeEvent.pdf](#)
Importance: High

You are invited to attend an agribusiness roundtable and press event on trade and Wisconsin agricultural exports.

Date: Wednesday, May 30, 2018
Time: 9:30 am – 10:30 am
Location: Arlington Agriculture Research Station
N695 Hopkins Road, Arlington WI

Please RSVP to: jen@farmersforfreetrade.com

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