

# BEEF BUSINESS

by Julie Mais, editor

*In this month's "Beef Business," we present industry news about trade agreements and industry scholarship opportunities.*

## Helping Farmers Manage Stress

Farm Credit, American Farm Bureau Federation (AFBF), National Farmers Union (NFU) and Michigan State University Extension

announced a new program to train individuals who work with farmers and ranchers to recognize signs of stress and connect those farmers with professional help.

Recognizing the high levels of stress affecting America's farmers and ranchers, Farm Credit, AFBF and NFU have partnered on a program to train individuals who interact with farmers and ranchers to recognize signs of stress and offer help.

Based on the farm stress program Michigan State University Extension developed for the USDA's Farm Service Agency (FSA), this combination of online and in-person trainings is designed specifically for individuals who interact with farmers and ranchers.

Source: AFBF, NFU and Farm Credit



## USDA Fellowships

The USDA Office of Partnerships and Public Engagement announced fellowship opportunities to connect USDA resources with faculty and staff at Hispanic Serving Institutions, 1994 Tribal Colleges and Universities, and 1890 Land-Grant Universities.

The purpose of these fellowships is to connect participants to USDA and other federal resources while focusing on student development. Fellows will receive access to long-term collaboration opportunities, and then share what they learned with students and colleagues at their home institutions.

The E. Kika De La Garza Fellowship Program is designed for faculty or staff at a Hispanic-Serving Institution (HSI) or Hispanic-Serving School District. HSIs are accredited colleges and universities with at least 25% Hispanic student enrollment. Currently, there are more than 500 HSIs in 21 states and Puerto Rico, serving more than 2 million students.



Source: USDA

## Cattlemen's Beef Board Appointments

The USDA announced the appointment of 40 members to serve on the Cattlemen's Beef Promotion and Research Board. Thirty-nine members will serve three-year terms and one appointee will serve the remaining one-year portion of a vacant position. For more information, visit [www.beefboard.org](http://www.beefboard.org).

Source: Cattlemen's Beef Board

## USMCA agreement

United States Trade Representative Robert Lighthizer and Speaker of the House Nancy Pelosi announced an agreement on the U.S.-Mexico-Canada Agreement (USMCA):

"USMCA is a big win for American workers and the economy, especially for our farmers and ranchers. The agreement improves virtually every component of the old NAFTA, and the agriculture industry stands to gain significantly," said U.S. Secretary of Agriculture Sonny Perdue.



USMCA will advance U.S. agricultural interests in two of the most important markets for American farmers, ranchers and agribusinesses. This agreement builds upon existing markets to expand U.S. food and agricultural exports and support food processing and rural jobs.

Canada and Mexico are the first and second largest export markets for U.S. food and agricultural products, totaling more than \$39.7 billion food and agricultural exports in 2018. These exports support more than 325,000 American jobs.

All food and agricultural products that have zero tariffs under the North American Free Trade Agreement (NAFTA) will remain at zero tariffs. Since the original NAFTA did not eliminate all tariffs on agricultural trade between the United States and Canada, the USMCA will create new market access opportunities for U.S. exports to Canada of dairy, poultry, and eggs, and in exchange the United States will provide new access to Canada for some dairy, peanut, and a limited amount of sugar and sugar-containing products.

Earlier this year, nearly 1,000 American food and agriculture associations and companies announced their support for USMCA and the National Association of State Departments of Agriculture signed a letter to Congressional leadership urging them to ratify USMCA.

In September, all former U.S. Secretaries of Agriculture since President Reagan's Administration announced support for USMCA.

*Source: USDA*

## Finalization of Japan trade deal

Japan's upper legislative chamber, the Diet, approved a bilateral trade deal with the United States that will gradually lower the tariff on U.S. beef from 38.5% to 9%.

This will keep U.S. beef on a level playing field with imports from Australia, Canada, Mexico and other countries. Japan is the largest export market for U.S. beef, accounting for approximately \$2 billion in sales per year.



*Source: NCBA*

## U.S.-EU beef access agreement

On Nov. 28, the European Parliament voted to approve a plan granting the United States a country-specific share of the European Union's duty-free high-quality beef quota. The agreement, which was signed and announced in August, is detailed on the Office of the U.S. Trade Representative (USTR) website.

U.S. Meat Export Federation (USMEF) President and CEO Dan Halstrom said, "Approval by the European Parliament keeps this agreement on track for implementation in early 2020, which is outstanding news for the U.S. beef industry and our customers in Europe. Lack of capacity in the duty-free quota has been a source of frustration on both sides of the Atlantic, and a U.S.-specific share of



the quota will help ensure that U.S. beef can enter the European market 52 weeks per year, without delay or interruption.

"The European Union is one of the highest-value destinations in the world for U.S. beef, and consistent access will not only benefit U.S. producers and exporters, but also European importers and their clientele."

*Source: USMEF*

## CAB Colvin Scholarship

Six students can win \$33,500 through the Colvin Scholarship Fund, developed in 1999 to honor the cofounder of the *Certified Angus Beef*® (CAB®) brand.

They recognize tomorrow's leaders who are involved in their communities and committed to continued success and progress within the beef community. A \$7,500 award goes to the top graduate student, along with five undergraduate scholarships totaling \$26,000, the top award there also at \$7,500. Undergraduates ranking second through fifth will receive scholarships of \$6,500, \$5,000, \$4,000 and \$3,000, respectively.

Applications are due by Jan. 17, 2020, and can be submitted at [www.certifiedangusbeef.com](http://www.certifiedangusbeef.com). Requirements include two letters of recommendation and two essays.

Winners will be chosen by March 2020. Top graduate and undergraduate awardees receive all-expense-paid trips to the 2020 CAB Annual Conference set for Sept. 22-24, 2020, at the Red Rock Casino & Resort in Las Vegas, Nev.

*Source: CAB LLC*