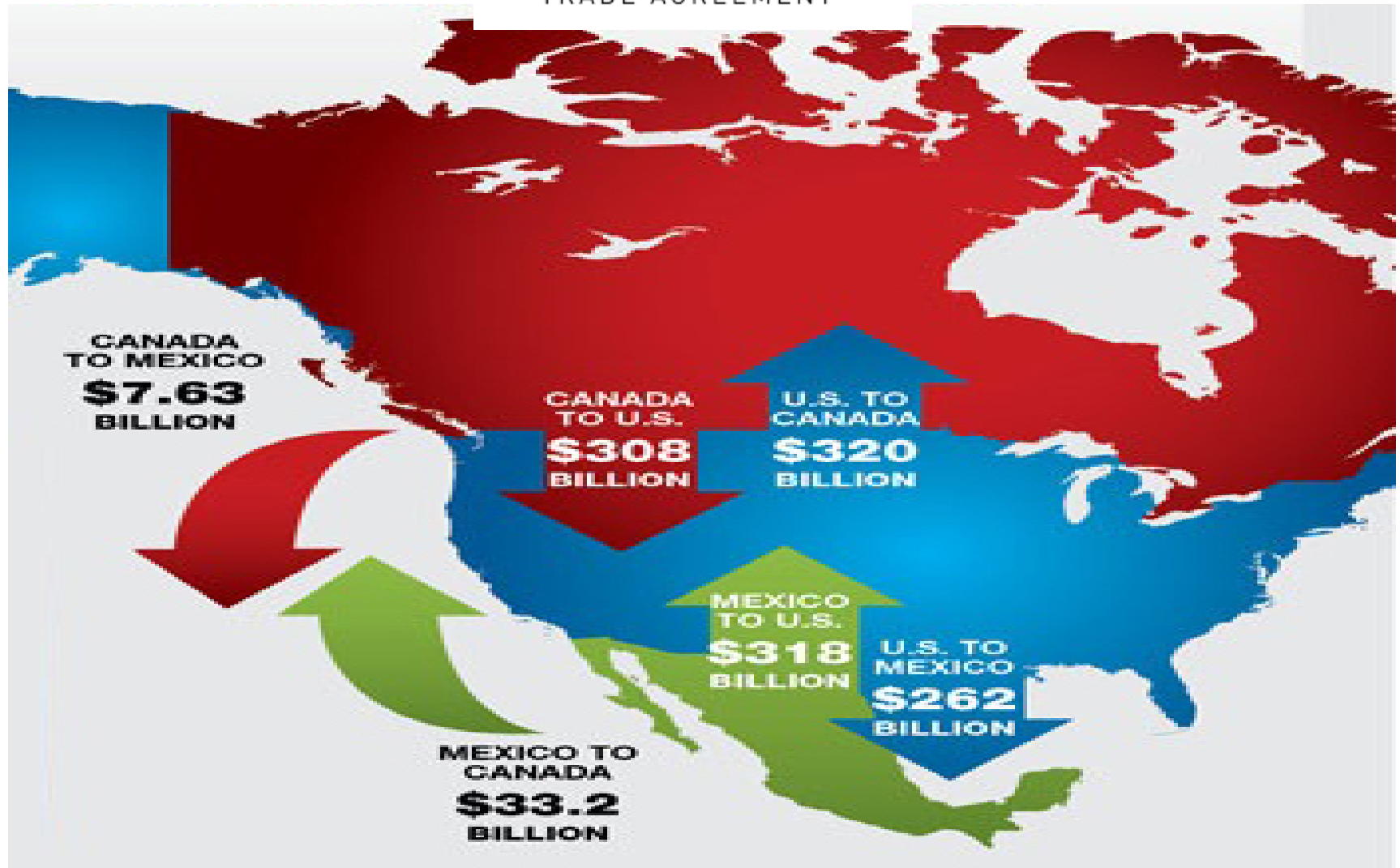






NAFTA

NORTH AMERICAN FREE
TRADE AGREEMENT



TRADE ?

- Trans-Pacific Partnership, CUBA, CAFTA, NAFTA, Tri-National Trade, CHINA, EUROPE



Economic Value of US Agriculture

- Economic output of over \$177.2 Billion
- Contributed over \$835 Billion to GDP (4.8%)
- Food accounts for 12.6 percent of American Household's expenditures
- The overall contribution to GDP is larger when you consider forestry, fishing, food services, beverages, textiles, tobacco, leather products, apparel etc.

Louisiana Crops

- Forestry \$3,607 m, 14m acres, 10K Farms
- Poultry \$1,622 m, 400 farms
- Sugarcane \$841.2 m, 414k acres, 450 farms
- Soybeans \$651.8 m, 1.2m acres, 2,400 farms
- Aquaculture \$557m, 216k acres, 2,600 farms

Louisiana Crops

- Cattle \$480m, 554K head, 11,600 farms
- Horses \$419m, 128K horses, 46k owners
- Rice \$ 407m, 421k acres, 990 farms
- Feed Grains \$393.7m, 596K acres, 1,500 farms
- Cotton \$153m, 140k acres, 284 farms
- Dairy \$95.2m, 12.2K head, 107 farms

- Marine Fisheries \$557.1m

Agricultural Employment

- Ag and its related industries provide 9.3 percent of total US jobs; 17.3 million full and part time jobs.

Direct on-farm over 2.6 million jobs.

Related industries over 14.7 million jobs.

Food and beverage establishments 11.4 million jobs.

Value of Ag Exports

- 2017 US Ag Exports forecast at over \$ 133 Billion. Imports at \$ 113.5
- Louisiana Produced Ag Exports over
- \$ 8.3 Billion.
- Net trade surplus \$ 19.5 B.

TRANS-PACIFIC PARTNERSHIP

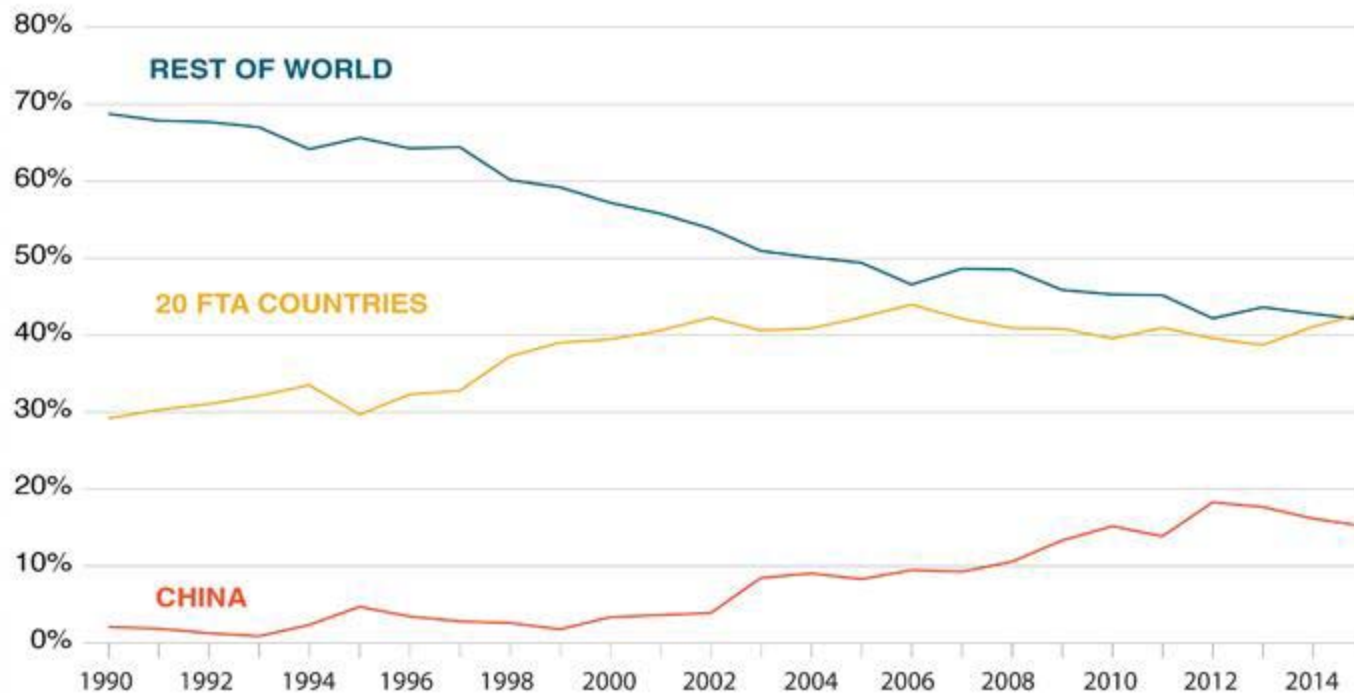
- Australia, Brunei, Canada, Chile, Malaysia, Mexico, New Zealand, Peru, Singapore, Vietnam, Japan, United States
- 40% of Global GDP
- \$ 5.3 billion net increase in exports,
- \$ 4.4 billion net increase in farm income
- 40, 100 new U.S. jobs

TRANS-PACIFIC PARTNERSHIP

- LOUISIANA NET EXPORTS TO INCREASE \$56.9M
- Rice, Soybeans, Beef, Processed foods.
- Louisiana Net Cash to increase \$94M
- 430 New Jobs

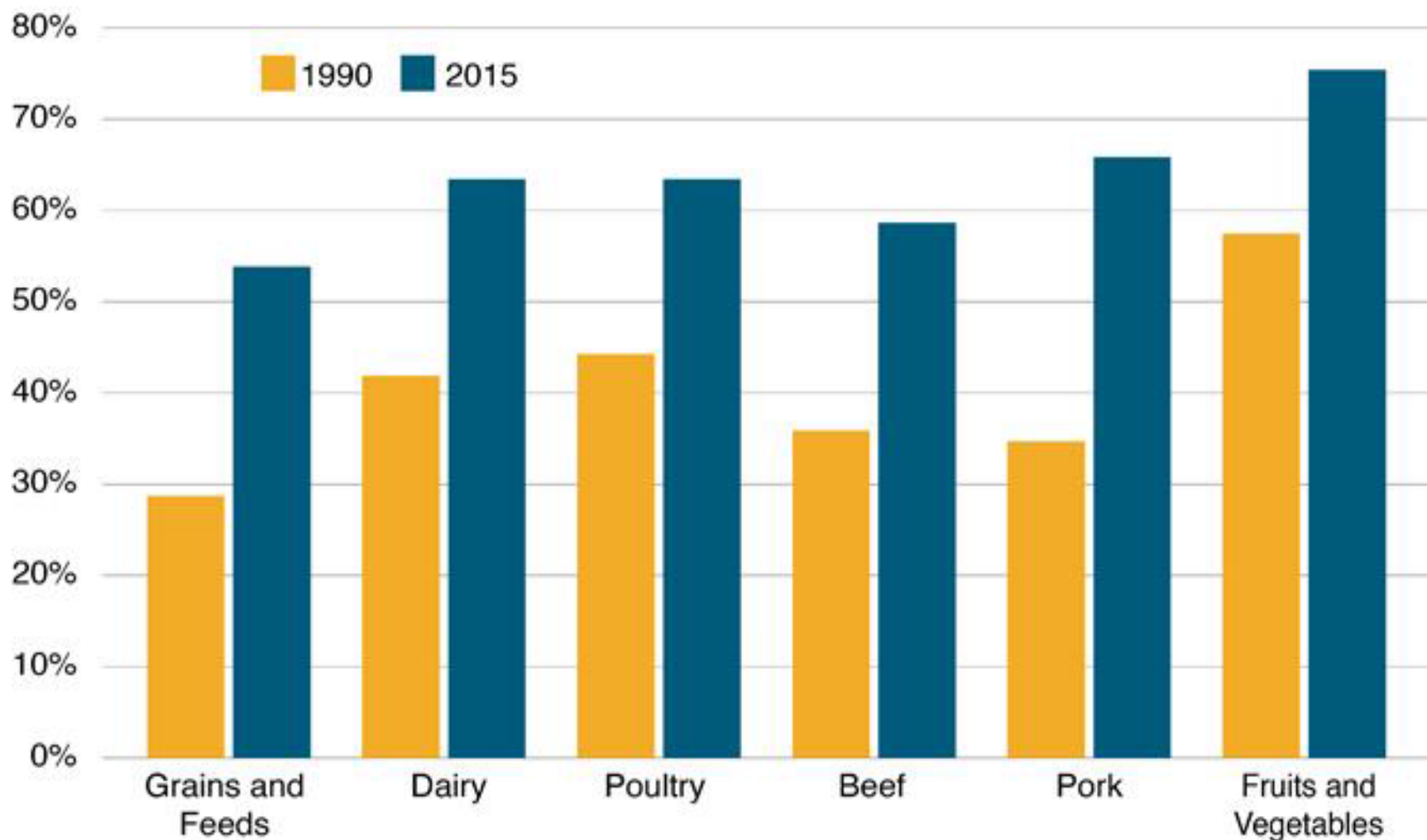


Share of U.S. Agricultural Exports by Destination



Source: USDA-FAS Global Agricultural Trade System (GATS)

Share of Total U.S. Exports to FTA Countries*

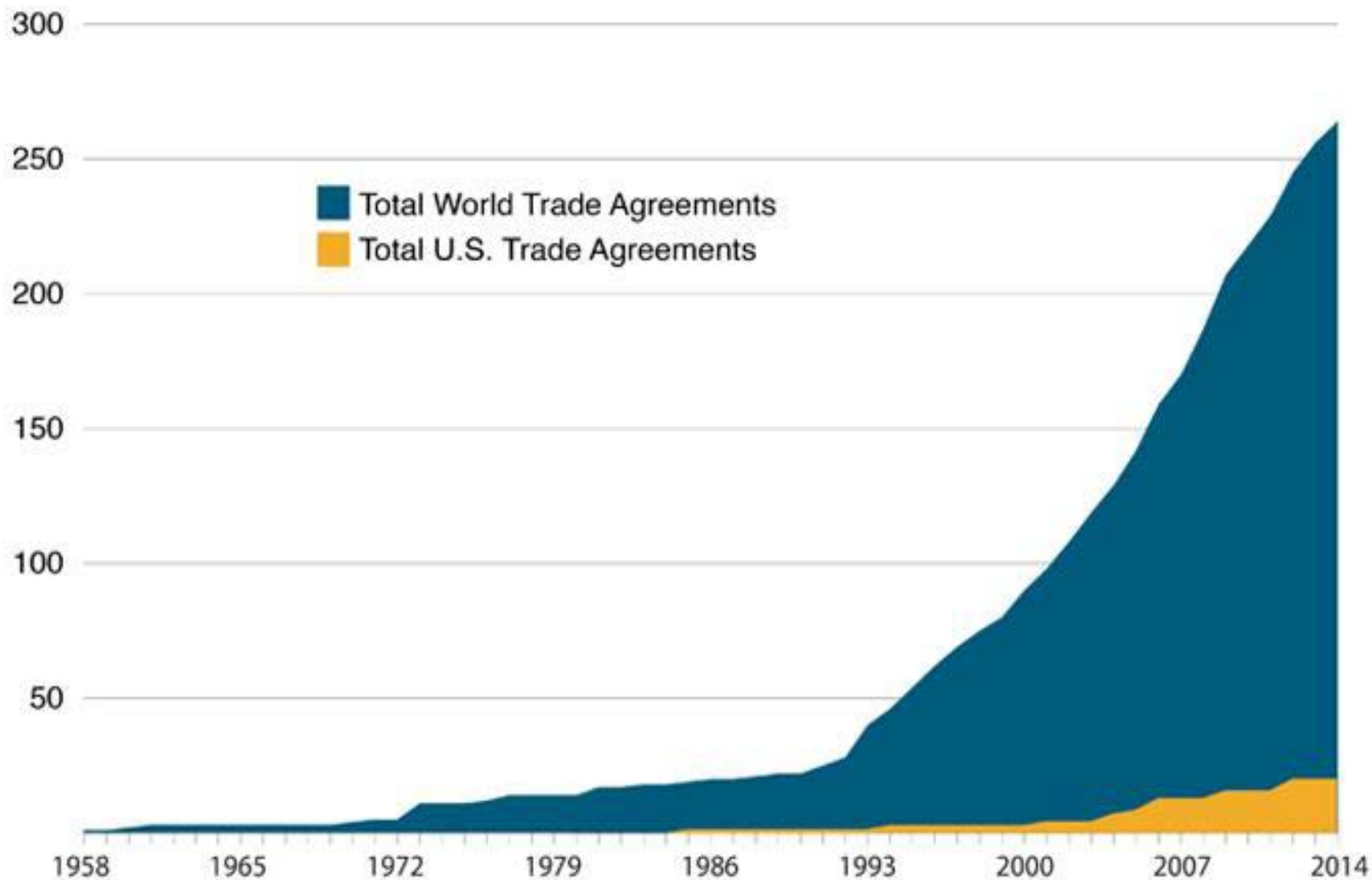


Source: USDA-FAS Global Agricultural Trade System (GATS)

*Share of exports to the 20 FTA partners in 1990 vs. share of exports to same countries in 2015.

U.S. Agricultural Exports, Pre-FTA vs. 2015			
Trade Agreement	Year of Implementation	U.S. Exports Year Prior to Implementation (million US)	Current (2015) U.S. Exports (million US)
Israel FTA	1985	\$308.8	\$464.1
NAFTA	1994	\$8,928.6	\$38,564.8
Canada	1989	\$2,019.0	\$20,869.1
Mexico	1994	\$3,618.6	\$17,695.6
Jordan FTA	2001	\$95.4	\$237.2
Chile FTA	2004	\$144.1	\$810.5
Singapore FTA	2004	\$266.3	\$674.4
Australia FTA	2005	\$410.2	\$1,413.8
Morocco FTA	2006	\$164.4	\$307.0
Bahrain FTA	2006	\$14.8	\$60.4
CAFTA-DR	2006-09	\$1,883.5	\$4,167.2
Guatemala	2006	\$455.3	\$1,073.2
Honduras	2006	\$248.7	\$586.8
El Salvador	2006	\$238.6	\$497.7
Nicaragua	2006	\$125.1	\$219.7
Dominican Rep.	2007	\$629.0	\$1,132.1
Costa Rica	2009	\$608.0	\$657.7
Peru TPA	2009	\$424.5	\$1,063.6
Oman FTA	2009	\$76.8	\$63.5
KORUS	2012	\$6,976.3	\$6,038.9
Colombia TPA	2012	\$1,123.4	\$2,420.7
Panama TPA	2012	\$493.7	\$653.2

Standing Still is Falling Behind



Source: World Trade Organization (WTO)

Commodity Prices

- DOW 26,678.00
- Corn- \$ 3.89
- Wheat- \$ 4.89
- Beans- \$ 10.14
- Cotton- \$.758
- Sugar- \$.259 Brn
- Rice- \$ 11.94
- Ethanol- \$ 1.00
- Oil - Brent Crude \$ 63.11 WTI \$ 59.35
- Feeder Cattle \$1.27-1.47 Euro 1.23 30Y T 3.1



INCREASED DEMAND FOR FARM LOANS 2016-2017

- U.S. FARM DEBT TO INCREASE 4.4%(\$390B)
 - USDA farm ownership guarantees- \$ 2.2B second highest in history.
- Direct farm ownership loans- \$ 1.04B highest in history.
- Overall commodity prices down approx 47% over last 3 years.
- USDA-FSA LOAN DEMANDS - \$5.9B 2nd highest in history

PROGRAM	FY 2018 Available Funds	Funds Used as of 12/06/17	Total Unused Funds	No. of Loans Made
\$ in thousands				
Direct Operating	\$287,327	\$133,784	\$153,543	2,840
Non targeted funds	\$114,931	\$35,584	\$79,347	USDA Funds
Targeted funds	\$172,396	\$98,200	\$74,196	
Guaranteed Operating	\$354,666	\$106,562	\$248,104	
Non targeted funds	\$212,800	\$76,192	\$136,608	
Targeted funds	\$141,866	\$30,370	\$111,496	
Direct Farm Ownership	\$281,575	\$176,982	\$104,593	
Non targeted funds	\$49,980	\$36,913	\$13,067	
Targeted funds	\$231,595	\$140,069	\$91,526	
Guaranteed Farm Ownership	\$516,220	\$296,313	\$219,907	656
Non targeted funds	\$309,732	\$191,553	\$118,179	0
Targeted funds	\$206,488	\$104,760	\$101,728	
Guaranteed Conservation	\$28,627	\$0	\$28,627	
Non targeted funds	\$10,000	\$0	\$10,000	9
Targeted funds	\$18,627	\$0	\$18,627	
Emergency	\$62,518	\$1,201	\$61,317	
Boll Weevil	\$11,263	\$0	\$11,263	0
Indian Land Acquisition	\$3,754	\$0	\$3,754	0
NATIONAL TOTAL	\$1,545,950	\$714,842	\$831,108	4,906

USDA Loan Rates

Program	Interest Rates
Farm Operating- Direct	2.875%
Farm Operating - Microloan	2.875%
Farm Ownership - Direct	3.750%
Farm Ownership - Microloan	3.750%
Farm Ownership - Direct, Joint Financing	2.500%
Farm Ownership - Down Payment	1.500%
Emergency Loan - Amount of Actual Loss	3.750%

Effective as of December 1, 2017



White House Meetings

- November 16, 2016, NASDA officers met in the Roosevelt room in the West Wing with Sec Vilsack, USTR Secretary Michael Froman and USTR Deputy Secretary Darci Vetter.
- December 15, 2016 Eisenhower Executive Office Building, White House Complex.
- April 11, 2017 Eisenhower Ex Bldg and USDA.
- June 8, 2017 Infrastructure Summit
- August 30, 2017 Infrastructure Meeting
- January 30, 2018 Rural Prosperity Conference

2018 FARM BILL

What does the **2014 Farm Bill** mean for a **sustainable food & farm future**?

Does it invest in healthy farms, food & people?



Beginning farmers will have better access to the land, credit, and training they need to succeed.

Farmers and communities will be able to create jobs by growing local and regional food and farm businesses.



Researchers will have funds to help organic farmers improve practices like pest control and continue on-farm innovation.

More families in need will be able to access fresh, healthy, local food at farmers markets and in their schools and communities.



There were several major losses: many low-income families in cold regions with high heating bills will have fewer dollars to spend on food due to unfair SNAP cuts, targeted assistance for farmers of color was cut in half, and microloans and training for rural small business entrepreneurs were shortchanged on funding.

Does it protect our precious air, soil & water?



Farmers receiving crop insurance subsidies will have to manage natural resources wisely on their farms.

Farmers' efforts to protect wetlands and native grasslands that provide wildlife habitat will be encouraged and rewarded.



Farmers and conservation organizations will be able to collaborate on projects that target local environmental needs and opportunities.

Despite overwhelming farmer demand and growing environmental pressures, funding for smart resource conservation on working farms was cut deeply for the first time ever in a farm bill.



Does it reform subsidies & level the playing field?



Big Ag's attempt to gut basic fair market protections for independent meat producers and contract poultry growers was rejected.

Farmers with diverse fruit and vegetable farms or who raise both grain and livestock will have access to insurance designed specifically for their needs.



Congress caved on making long-overdue subsidy reforms, leaving both crop insurance and commodity subsidies completely uncapped and unlimited -- aiding wealthy mega-farms and putting small and mid-size farms and new farmers at a competitive disadvantage.

The 2014 Farm Bill is now law, but our work's not done!

These wins matter, but we'll have to ensure their success on the ground - and keep fighting where progress is still needed.

Learn more & get involved today: http://bit.ly/nsac_action



National Sustainable Agriculture Coalition

FARM TOURS











Handcrafted For
Louisiana Trade Mission to Cuba
JULY 12-17, 2016
"Bridging Cuba & Louisiana in the 21st Century"

















cello Monte
Quattro Cantini
↓

























LOUISIANA IS A TRADE & INVESTMENT LEADER STRATEGICALLY LOCATED AT THE CONFLUENCE OF THE MISSISSIPPI RIVER AND THE GULF OF MEXICO



\$62 Billion
in Capital Investment
since 2008



91,000

New Direct and Indirect
Jobs since 2008



\$84 Billion
in Total Trade
in 2015

Population: 4,670,724

Unemployment Rate: 6.1%

Gross Domestic Product (GDP): \$251.7 billion

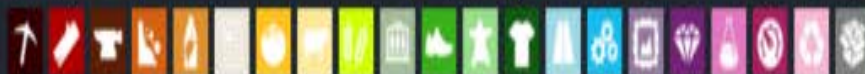
Per capita income: \$42,287

Governor: John Bel Edwards

Capital: Baton Rouge

Area: 51,843 sq miles (135,382 km²)

TOTAL: \$5.91B





















CUBA & LOUISIANA

LOUISIANA LEADS ALL US STATES IN EXPORTS TO CUBA OVER THE LAST DECADE

US State Exports to Cuba, 2006-2015 (Millions of USD)

Rank	State	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Total 2006-2015
1	Louisiana	140.5	173.3	250.3	181.0	120.1	112.3	176.5	144.9	88.8	14.3	1401.9
2	Virginia	25.9	32.6	40.7	56.9	32.4	64.5	66.4	38.5	25.0	41.6	424.6
3	Florida	36.4	42.0	52.8	29.6	28.6	50.0	71.0	39.2	38.6	34.8	423.0
4	Georgia	16.8	15.4	45.8	42.7	61.4	16.8	36.4	27.6	64.8	30.9	358.7
5	Texas	57.8	57.8	96.2	54.3	1.5	6.7	0.1	0.1	0.1	0.1	274.8
6	Connecticut	0.0	0.0	32.8	66.5	56.6	36.1	0.0	0.0	0.0	0.0	192.0
7	Mississippi	0.2	0.4	5.8	47.4	18.6	17.9	21.9	53.7	19.2	0.5	185.7
8	Alabama	8.6	3.0	14.1	7.7	3.8	8.8	41.9	27.4	32.9	26.7	174.8
9	Minnesota	11.5	21.1	51.9	5.3	1.1	0.0	0.0	0.3	0.2	0.5	91.9
10	North Carolina	1.2	3.3	17.7	17.4	12.5	10.8	12.9	0.2	9.8	5.4	91.1
11	Iowa	2.5	0.9	0.0	1.1	0.0	15.0	26.3	7.1	1.9	0.0	54.7
12	Nebraska	3.3	18.9	21.1	1.3	2.9	0.0	0.0	0.0	0.0	0.0	47.5
13	Illinois	1.3	5.6	8.3	9.4	2.2	3.0	2.7	5.3	3.1	3.4	44.3
14	Arkansas	1.4	1.4	0.0	4.8	12.6	0.1	0.0	0.0	4.5	12.6	37.3
15	Missouri	4.8	0.4	9.0	1.8	0.0	0.0	0.1	4.7	0.0	0.0	20.8

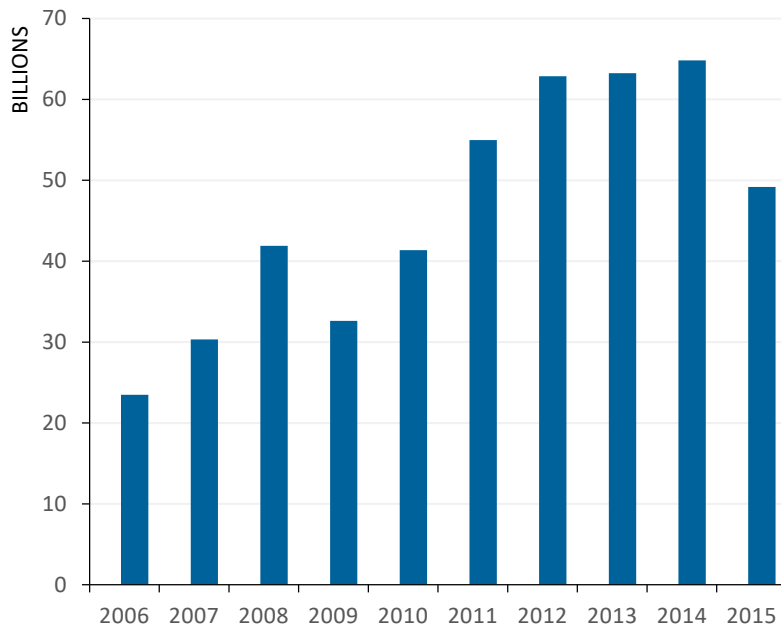
LOUISIANA'S PRIMARY EXPORTS TO CUBA INCLUDE FOOD AND AGRICULTURAL PRODUCTS

Louisiana Exports to Cuba, 2006-2015 (Thousands of USD)

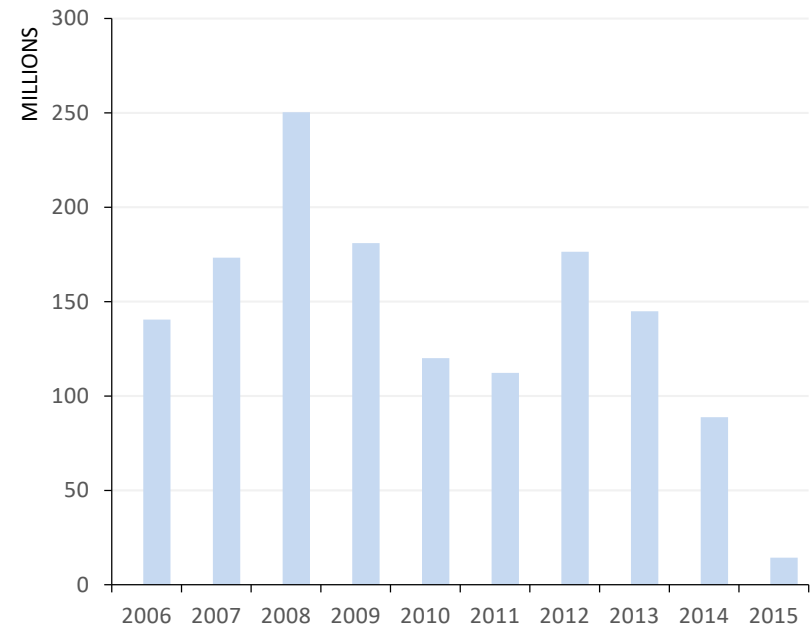
Top Exports by NAICS Code	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
311--Food Manufactures	63,336.6	68,660.9	43,395.4	68,260.3	27,033.6	17,252.4	38,716.1	76,679.7	54,868.1	6,436.9
111--Agricultural Products	76,882.7	90,512.9	185,766.5	99,124.0	69,852.4	71,834.8	110,386.3	57,956.5	33,902.9	4,882.5
325--Chemicals	0.0	0.0	4,203.3	0.0	0.0	0.0	0.0	0.0	0.0	3,005.7
990--Special Classification Provisions	72.7	363.6	0.0	148.9	0.0	0.0	0.0	75.8	0.0	0.0
339--Miscellaneous Manufactured Commodities	0.0	0.0	143.7	0.0	0.0	75.1	0.0	0.0	0.0	0.0
326--Plastics & Rubber Products	0.0	115.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
322--Paper	128.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
314--Textile Mills Products	105.3	38.2	0.0	0.0	169.2	0.0	0.0	0.0	0.0	0.0
312--Beverages & Tobacco Products	0.0	13,578.9	16,803.9	13,489.0	23,010.2	23,127.2	27,349.3	10,187.8	0.0	0.0

LOUISIANA HAS SEEN RAPID GROWTH IN ITS WORLDWIDE EXPORTS, THOUGH EXPORTS TO CUBA HAVE DECLINED

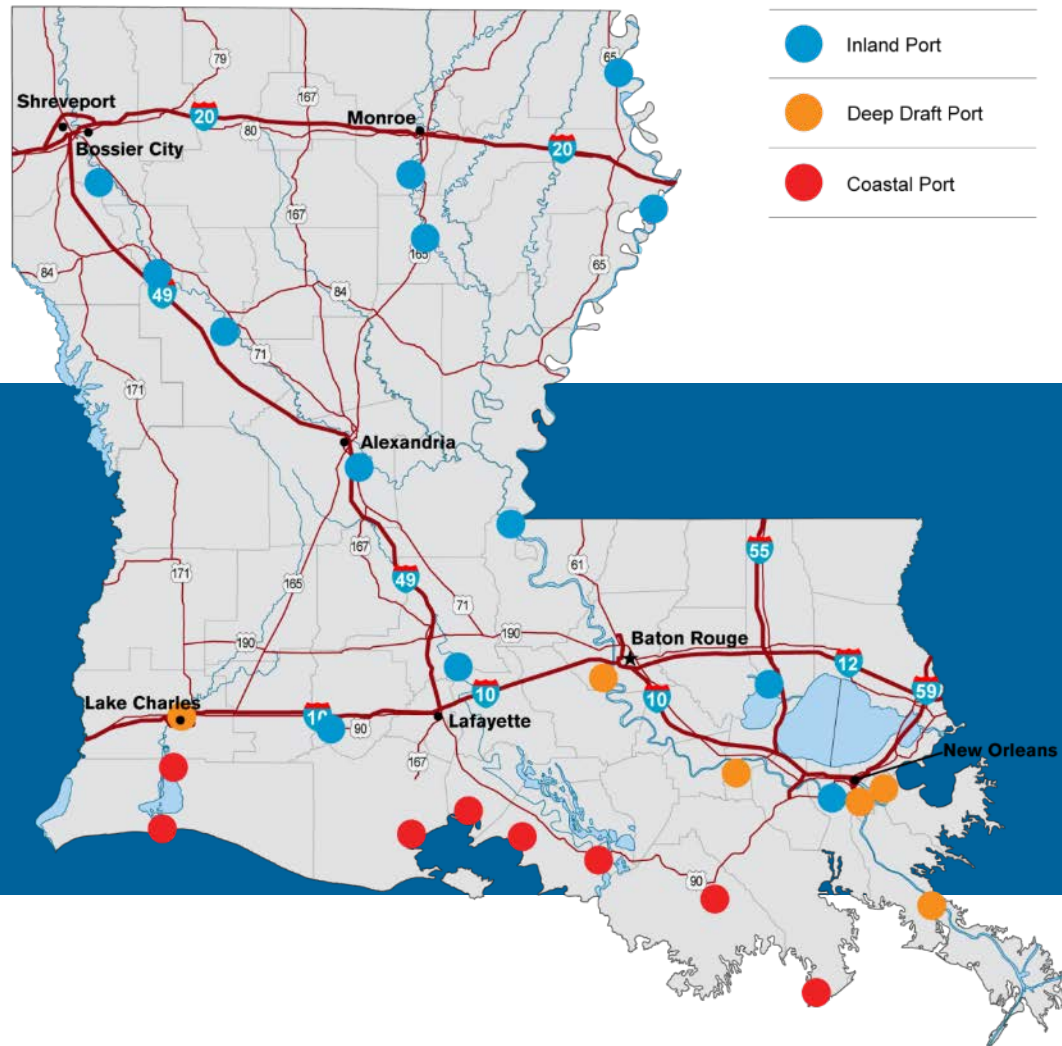
Total worldwide exports from Louisiana
2006-2015 (USD)



Total Cuban exports from Louisiana
2006-2015 (USD)



LOUISIANA HAS UNSURPASSED ACCESS TO GLOBAL MARKETS

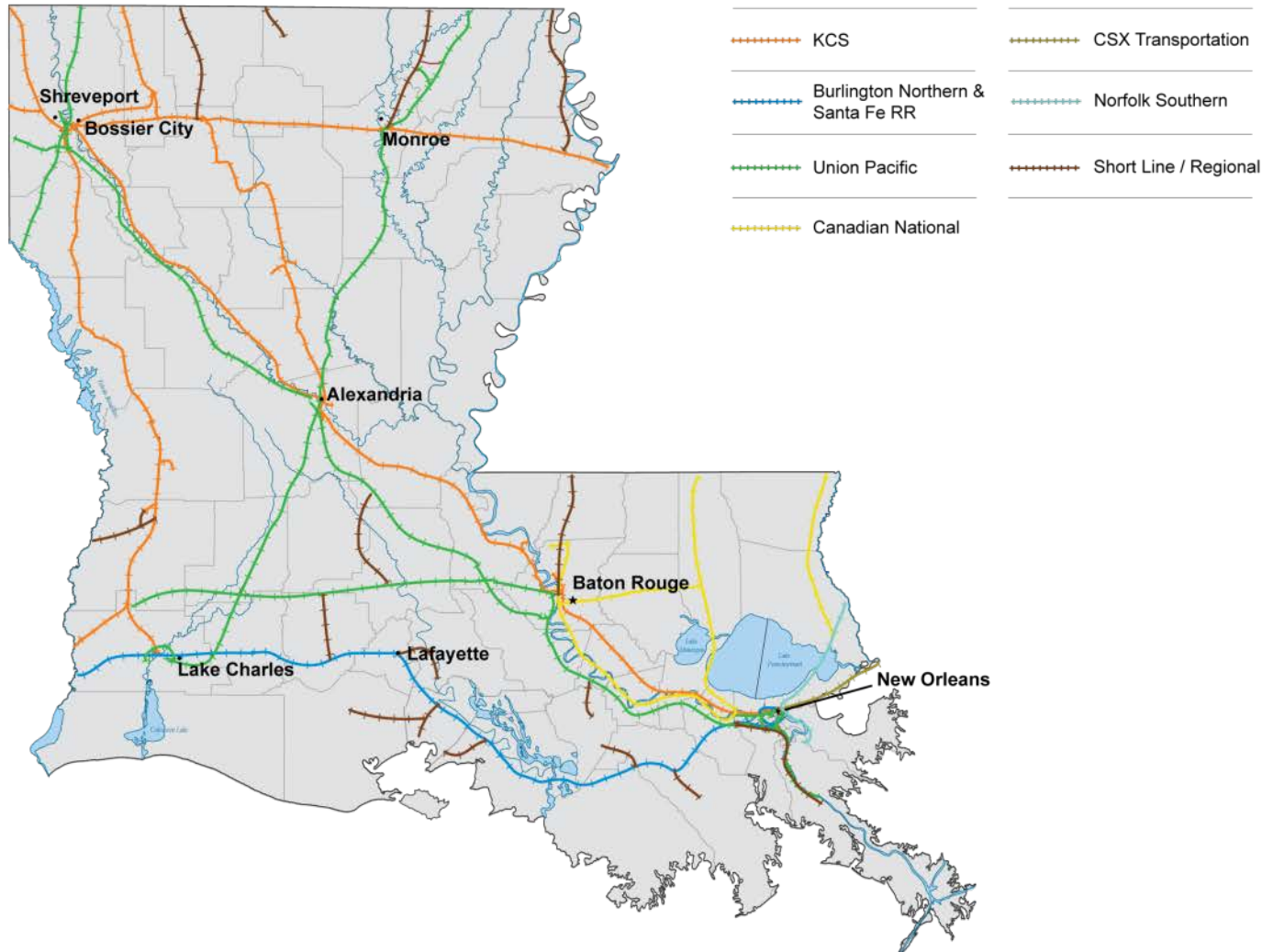


Home to an extensive port system, Louisiana is the gateway to 38 interior states through the Mississippi River System and to worldwide markets through the Gulf of Mexico.

LOUISIANA IS WELL-CONNECTED TO THE US: RAIL



LOUISIANA IS ONE OF TWO SITES IN THE U.S. WHERE ALL SIX OF NORTH AMERICA'S CLASS-ONE RAILROADS CONVERGE



LOUISIANA IS WELL-CONNECTED TO THE US: HIGHWAYS



WHY LOUISIANA AGRICULTURE & FORESTRY?

- Integrated river/deepwater port system
- Port of South Louisiana is the largest tonnage port in the U.S.
- Primary export cargoes: poultry, corn, animal feed, wheat, soybeans, rice, yarn, and forestry products.









