

FARM FOUNDATION® FORUM

BUILDING A SUSTAINABLE INTERNATIONAL AGRICULTURE TRADE FRAMEWORK

FEBRUARY 6, 2025



Today's webinar is made possible by a grant from Farm Credit



#FarmFoundationForum



TIM BRENNAN

Vice President, Programs and Strategic Impact Farm Foundation



MEET FARM FOUNDATION

A 501(C)(3) NON-PROFIT AT THE INTERSECTION OF AGRICULTURE AND SOCIETY



Farm Foundation is an ACCELERATOR of practical solutions for agriculture.

We accelerate PEOPLE and IDEAS into ACTION





OUR MISSION AND VISION GUIDE OUR WORK

Mission:

To build trust and understanding at the intersections of agriculture and society.

Vision:

To build a future for farmers, our communities and our world.





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IMPORTANT NOTES

- Submit questions by clicking on the Q&A Button at the bottom of your screen.
- Please include your name and company so questions may be contextually understood.
- Due to time limits, we may not be able to ask all questions submitted.
- This Forum is being recorded and will be posted on our website at farmfoundation.org as well as the Farm Foundation YouTube channel.
- Please take the short survey at the conclusion of the Forum.





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MODERATOR SHARI ROGGE-FIDLER

President and CEO Farm Foundation









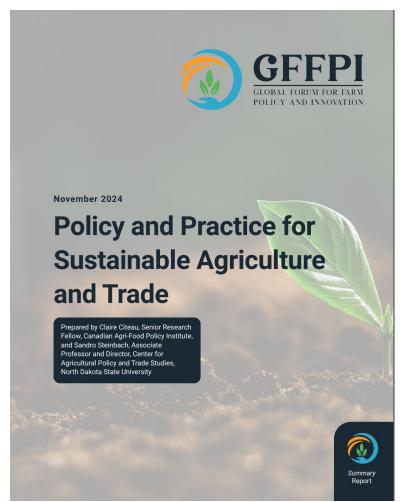




GFFPI'S WORKSHOP AND RECENT PAPER - OPPORTUNITIES

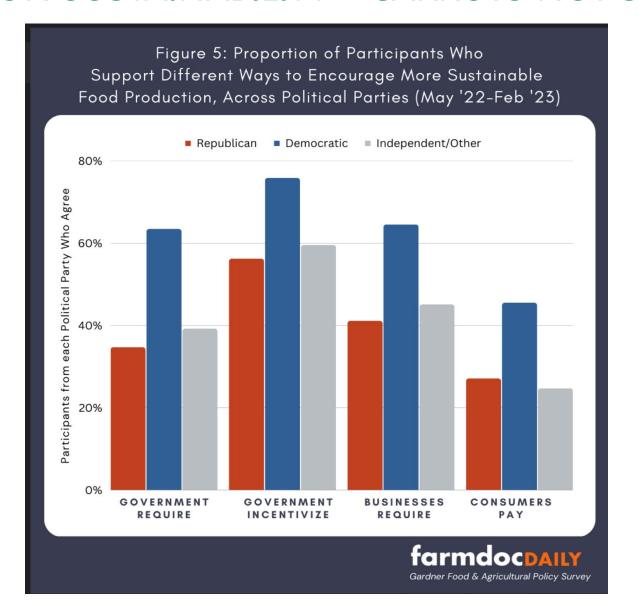
Key findings and ideas to explore include:

- Integrate local conditions to avoid unintended consequences
- Adopt an outcome-based approach to sustainability, starting with soil health, water, biodiversity and carbon measures as benchmarks
- Develop a Sustainable Agriculture Trade Framework with clear definitions, science-based standards and guiding principles
- Strengthen international cooperation to promote policy coherence
- Invest in globally accepted metrics and data management for agricultural sustainability
- Prioritize innovation and technology in sustainable agriculture
- **Engage farmers** in policy development
- Reframe sustainability as an opportunity





US VIEWS ON SUSTAINABILITY - CARROTS NOT STICKS

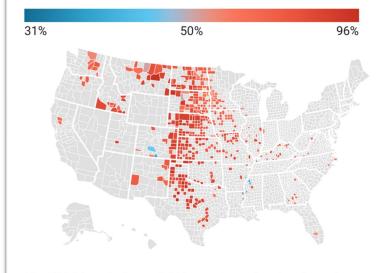




US FARMERS – AG COUNTIES SUPPORT NEW ADMINISTRATION, YET HAVE TRADE CONCERNS

farming counties

This map shows the nation's 444 farming-dependent counties and President-elect Donald Trump's share of the vote in each. Trump won all but 11 of these counties in the 2024 presidential election.



The USDA has designated 444 counties as farming-dependent, which are counties where 25% or more of the average annual labor and proprietors' earnings were derived from farming, or 16% or more of jobs were in farming.

Map: Ben Felder - Investigate Midwest • Source: USDA and preliminary 2024 election results • Get the data • Created with Datawrapper

US Farmer Views on Trade:

Broadly, US producers prefer market payments over government payments, but need one or the other.

Trade is the top concern for producers, over crop insurance. Purdue, Feb 2025 survey.

American Farm Bureau January 2025 priorities include:

Support for US-Mexico-Canada Agreement review for more opportunities.





MARK TITTERINGTON

Co-founder and Director
Forum for the Future of Agriculture





Building a sustainable international agri-trade framework

Nexus of sustainability, innovation and trade

A perspective from Europe

Farm Foundation webinar

February 6th, 2025



Stimulating the debate

Strategic Dialogue on the Future of Agriculture

- Launched in January 2024
 - included stakeholders from across the agri-food chain, NGOs, financial institutions and academia
- Addressed several key questions:
 - How to best support our farmers and rural communities, including with a fair standard of living?
 - How can we support agriculture within the boundaries of our planet and its ecosystem?
 - How can we make better use of the opportunities offered by knowledge and technological innovation?
 - How can we promote a bright and thriving future for Europe's food system in a competitive world?
- Declared consensus coupled with many encouraging elements give cause for optimism but ambiguities and challenges remain
- Final report published in September 2024



Strategic Dialogue on the Future of EU **Agriculture**

A shared prospect for farming and food in Europe

Key recommendations in the final report

- Develop a new sustainability benchmarking system for agri-food
 - harmonize methodologies for on-farm sustainability assessment
 - common objectives, principles and criteria
 - clearly established baselines with monitoring & verification tools
- Better access to and use of knowledge & innovation
 - increased investment in partnerships and research
 - sharing knowledge & skills
 - streamlining regulatory procedures and market access
 - leveraging opportunities created by bio-economy & digitization of ag
- Prepare a 'fit for purpose' Common Agriculture Policy (CAP)
 - better target income support at those who most need it
 - eco-system & animal welfare services properly incentivized and linked to quantifiable outcomes
- Finance the transition
 - establish Agri-Food Just Transition Fund
 - mobilize public & private capital
- Review EU's trade agreement approach



New EU Agri-Food Commissioner – towards a new vision



Christophe Hansen

Commissioner-designate for Agriculture and Food

Dear Christophe

The Commission we will serve in together will be called upon to make choices that will shape our Continent and our Union for years and decades to come. In a time of great global instability and great expectations of Europeans, we must live up to that responsibility. We must deliver and lead from the front, working closely with the people and regions of Europe and the parliaments, governments and institutions that serve



















FORUM FOR THE FUTURE OF AGRICULTURE RENEWS ITS CALL TO ACTION IN SUPPORT OF THE EMERGING VISION FOR THE TRANSFORMATION OF THE AGRI-FOOD SYSTEM

Dear Commissioner,

On behalf of the Forum for the Future of Agriculture, please accept our congratulations on your appointment and our best wishes for your term of office. Over the coming five years, there will be many challenges but also opportunities in the guest to make the agriculture and food system in Europe more resilient, competitive, sustainable, climate smart and nature positive. Through this letter and our activities, we hope to contribute to the development and implementation of your vision for addressing

- Christophe Hansen is new Commissioner for Agriculture & Food
- Necessity to draw on and respond to outcome of the Strategic Dialogue
- President von der Leyen's Mission Letter requires a **new vision** for the future of EU agriculture
- Forum for Ag provided input to the new vision focused on benchmarking system, innovation and financing transition
- Expected to be published before end March
 - will define course of action for next five years but...
 - ...until it is published and given state of flux in geo-politics hard to judge impact that EU approach to sustainability will have on trade
- > **Personal view:** EU will want to work with 'like-minded' partners but (like others) will use market access leverage where necessary







TYLER MCCANN

Managing Director
Canadian Agri-Food Policy Institute (CAPI)





Agriculture Trade

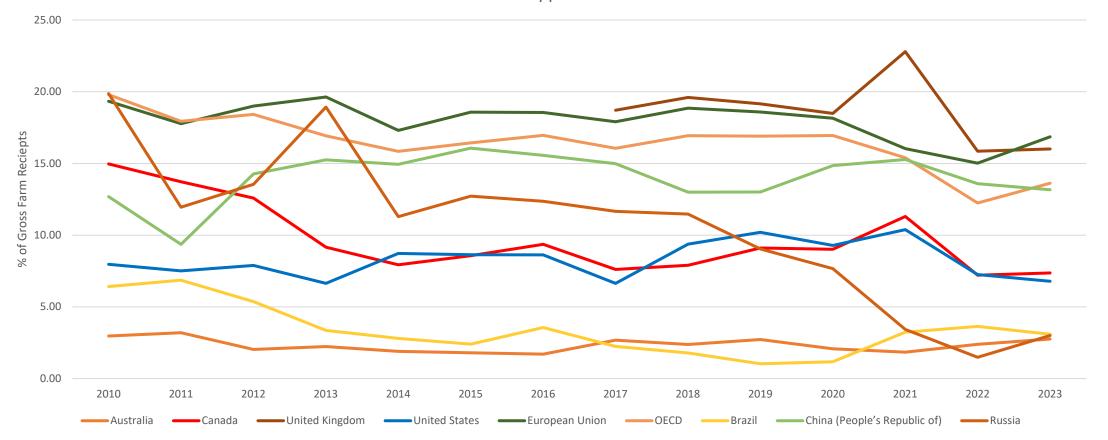
A Canadian Perspective



Trade is a Good Thing

Trade helps ensure we are playing on a level playing field







Trade is a Good Thing

It shares resources and builds on each others advantages





- 95% of our phosphate supply (46% of your exports)
- 54% of our nitrogen fertilizer







- 80% of your potash needs (40% of our production)
- 35% of our nitrogen exports

Source: Fertilizer Canada



Canada US Trade is a Good Thing

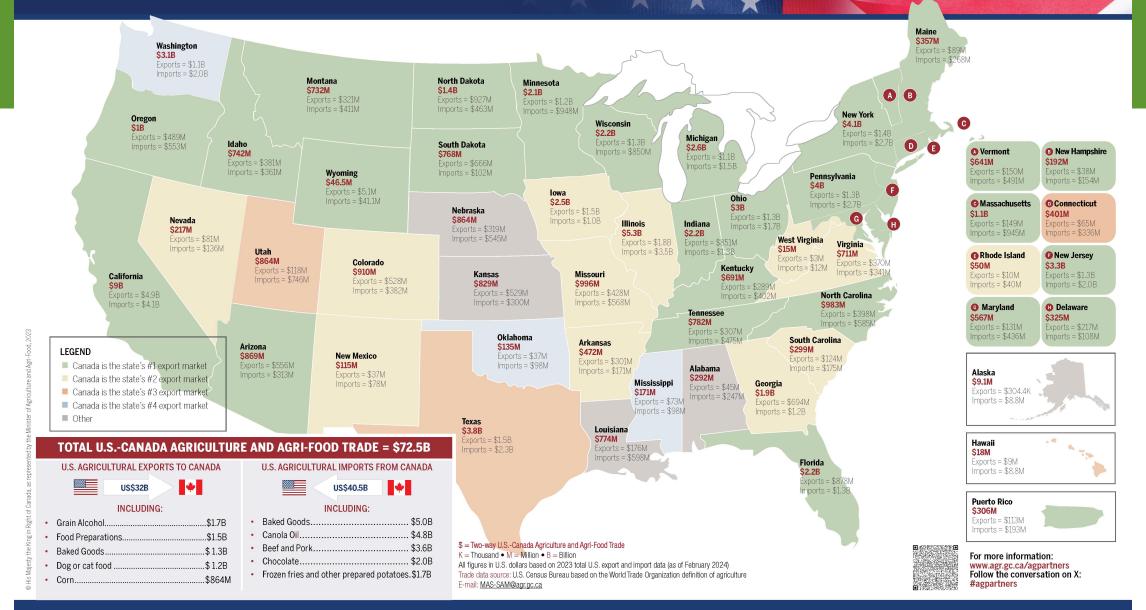
- Saskatchewan
 potash goes to lowa
 to make corn grow
- Iowa grows corn to feed pigs
- 3. Manitoba hog farmers raise weanlings that are finished in Iowa, Minnesota, North Dakota, South Dakota



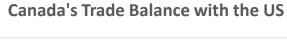
- Hogs are slaughtered in Minnesota and sent to consumers
- 5. Some of that pork feeds consumers in Ontario
- 6. Ontario consumers and businesses import another \$17B worth of agri-food products from the US

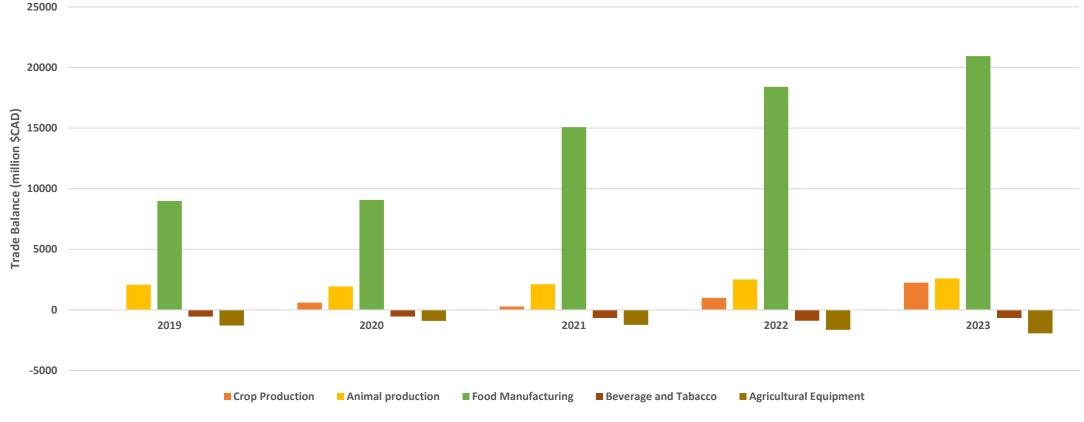


UNITED STATES-CANADA AGRICULTURE AND AGRI-FOOD TRADE 2023: Let's keep a good thing growing!



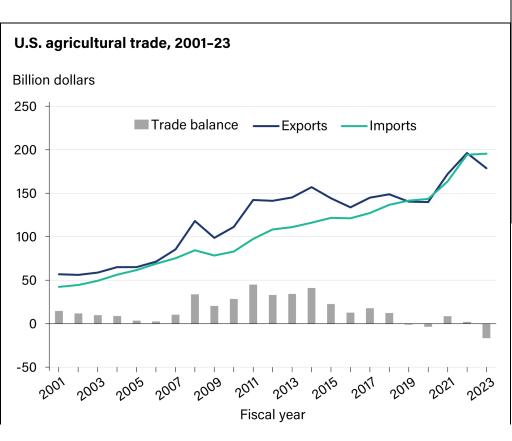
US Trade Is Essential for Canada

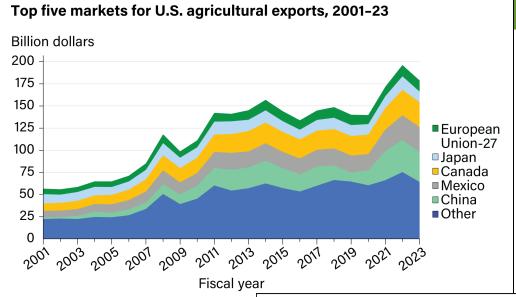


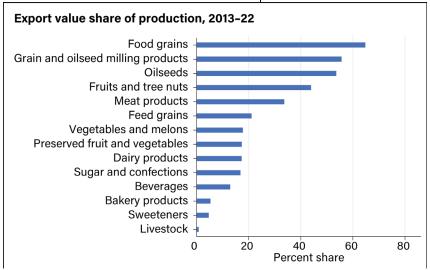




But trade is important to the US too











Breaking Trade is a Bad Thing

POLITICS

The only winner in U.S./Canada trade war 'will be China': Top Canadian diplomat in Boston warns

Updated: Jan. 31, 2025, 3:53 p.m. Published: Jan. 31, 2025, 2:42 p.m.



Trump's Tariffs Will Be Bad for US Farmers and Consumers

December 11, 2024 | 4:01 pm





These prices could climb within days if Trump slaps tariffs on Canada and Mexico

The Trump administrations says the tariffs will take effect on Feb. 1.

By Max Zahn January 31, 2025, 2:20 PM

Trump's threat to impose tariffs could raise prices for consumers, colliding with promise for relief

TRUMP'S TARIFFS VS. CHINA'S LONG GAME



Breaking Trade is a Bad Thing

Canada moved quickly to respond

- Initial tariffs on \$30B of imports
 - Live poultry, some meat products, dairy, tomatoes, citrus, coffee, wheat, barley, oils, margarine, sugar, chocolate, beer, wine and more
- A second phase of on an additional \$125B of imports
 - Following 21 day consultation period
- Non tariff responses from governments and consumers
 - Pulling US alcohol off store shelves
 - Limiting US suppliers from Canadian procurement
 - Buy Canadian campaigns





Not letting a crisis go to waste

Adjusting to the new reality

Short Term (immediately)

- Prioritize political and technical resources to resolving market access barriers
- Increase funding targeted at diversification, new strategies and more proactive export promotion.
- Support the competitiveness of the sector by eliminating the carbon tax on food producers.

Medium Term (within 6 to 12 months)

- Develop a strategic trade agenda focused on concluding and reinvigorating trade negotiations and the WTO.
- The three Ag Ministers should work to fix the North American relationship through a focus on regulatory cooperation.
- Convene international partners, possibly alongside the G7, to improve collaboration in the face of US threats.

- Expedite trade infrastructure funding, act on the Canada Trade Infrastructure Plan and legislate to mitigate labour disruptions.
- Develop a critical farm input strategy to reduce the reliance on US inputs.

Long Term (beyond 12 months)

- The Federal Provincial Agreement should be reinvigorated, focusing on stability and then growth through productivity growth and market development.
- Governments should work with value-chains to pursue strategies focusing on adding value in Canada, through more processing, specialization, etc.
- Canada should explore new ways of leveraging food security to deepen relationships with major importers.
- Prioritize funding and regulatory reform to attract investment and facilitate innovations that improve the competitiveness

On the broader ag trade agenda

Fundamentals aren't changing

Major producers are facing production pressure

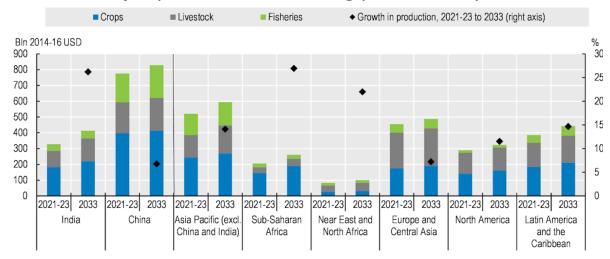


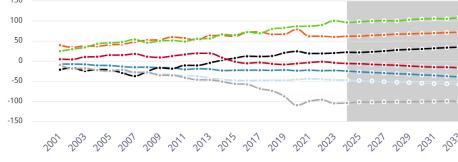
Figure 1.22. Net agricultural trade of main agricultural commodities by region, in constant value
Billions USD

Fewer net ...

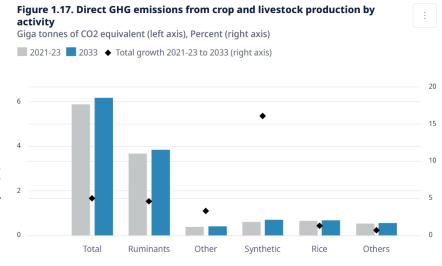
exporters but they are

exporting

--- Sub-Saharan Africa
--- Near East and North Africa
--- North America
--- North America
--- Developed and East Asia
--- South and Southeast Asia

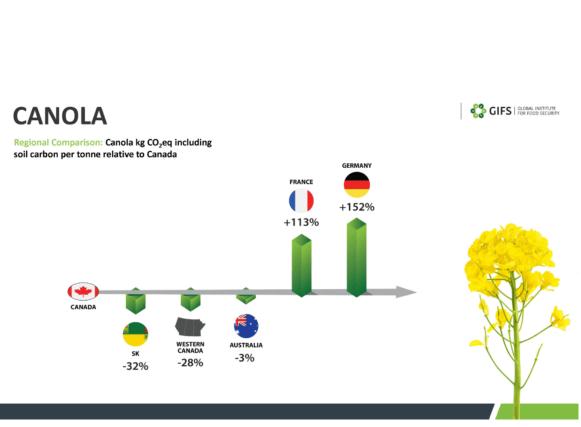


Environmental performance is improving, but the trade can improve it further

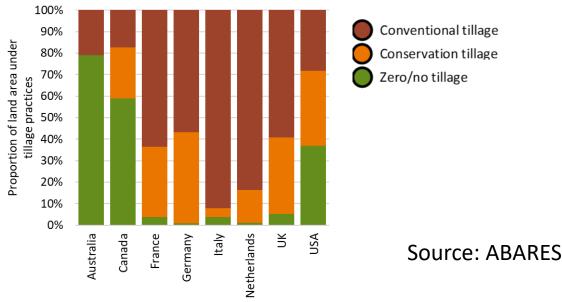


Source: OECD-FAO Agricultural Outlook 2024-2033

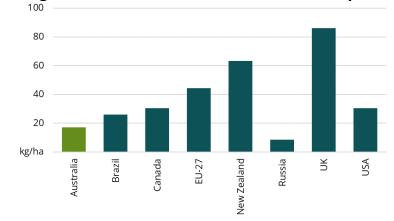
Sustainable producers need sustainable trade



Source: Global Institute for Food Security



Nitrogen nutrient balances closer to zero are preferable





Progress is being made, but more work is needed

THE PATH FORWARD



Develop Framework

Include science-based principles and outcomes for trade policies.

Improve Data & Metrics

Invest in global metrics for sustainability and tracking.

International Cooperation

Foster collaboration to harmonize sustainability in trade.

Reframe Sustainability

View sustainability as market access, not trade barriers.

Prioritize Innovation

Support agricultural tech for sustainable, resilient growth.

Engage Farmers

Consult with farmers in policymaking and support sustainable transitions.







KATIE MCROBERT

Executive Director

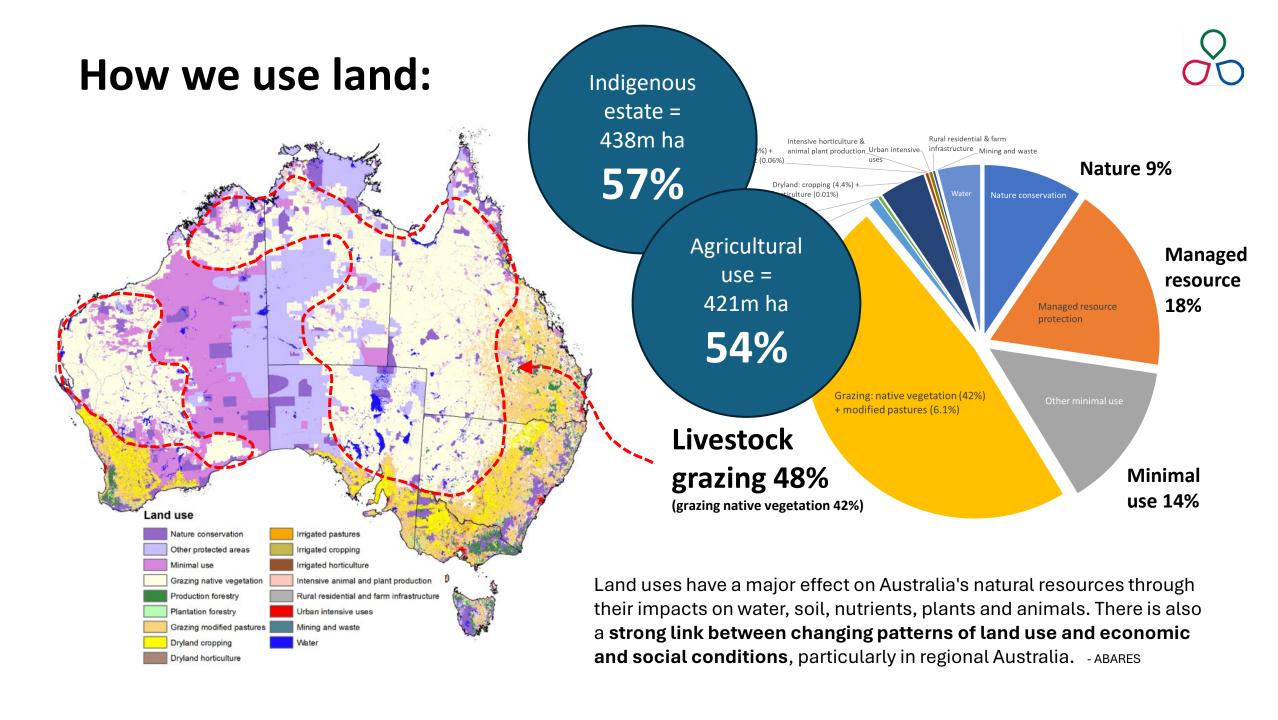
Australian Farm Institute



Building a Sustainable International Agriculture Trade Framework

Katie McRobert – Executive Director
Australian Farm Institute

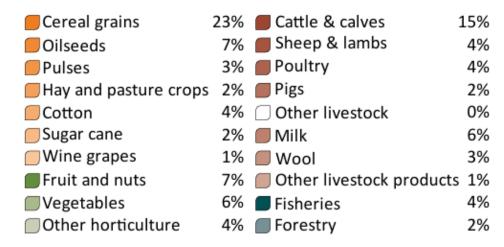




6% 41% 2022-23

Source: ABARES Snapshot 2024

Commodity mix by value of production



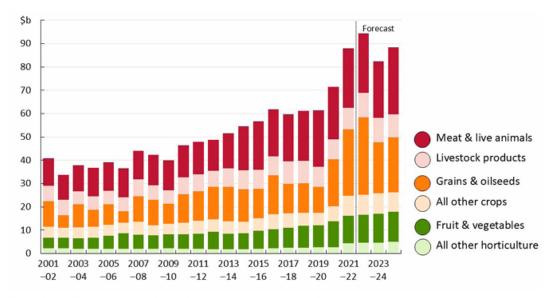
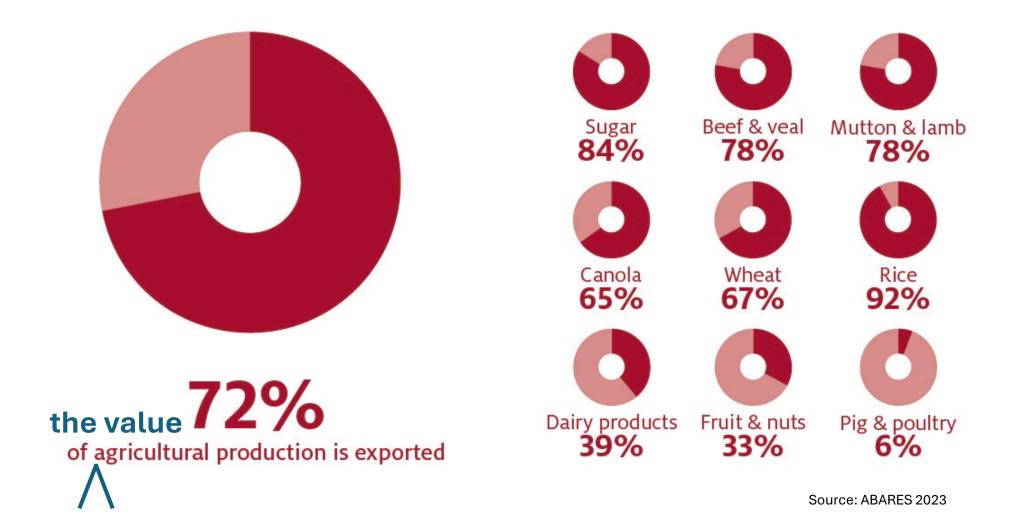


Figure 1: Nominal gross value of Aaustralian agricultural production.

Source: ABARES (2024a).

We are a trading nation





How can Aus ag be competitively sustainable?

AUTHOR: Jared Greenville, ABARES - AFI Farm Policy Journal

- Despite obstacles, Aus ag continues to grow
- Ability to respond to consumer / market conditions enabled by domestic and trade policy
- Sustainability concerns heighten the rules governing trade = increasing use of non-tariff measures (NTMs)
- NTMs can:
 - promote trade by building trust or
 - create barriers (excessive compliance)
- NTMs = multi-\$B burden on Aus ag exports over time





Subsidies

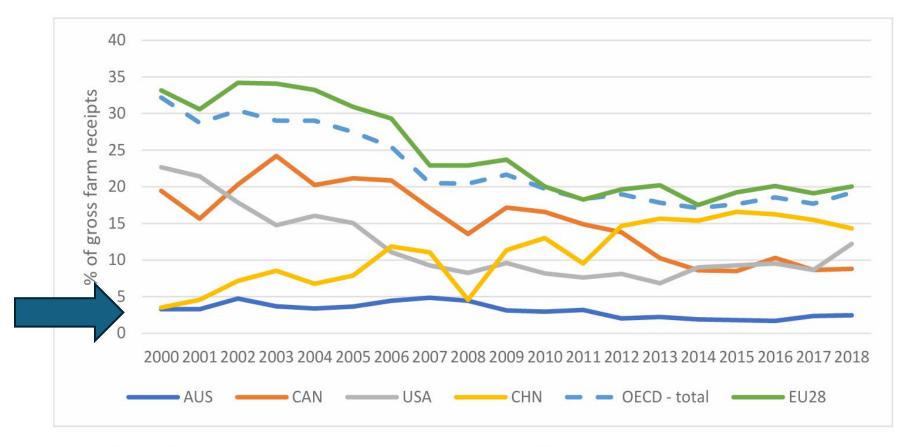


Figure 1: Producer support estimate (PSE) by Country, 2000-18 Source: (based on OECD, 2020)

PSE levels

1986:

Aus ag = 13%

2023:

EU = 17%

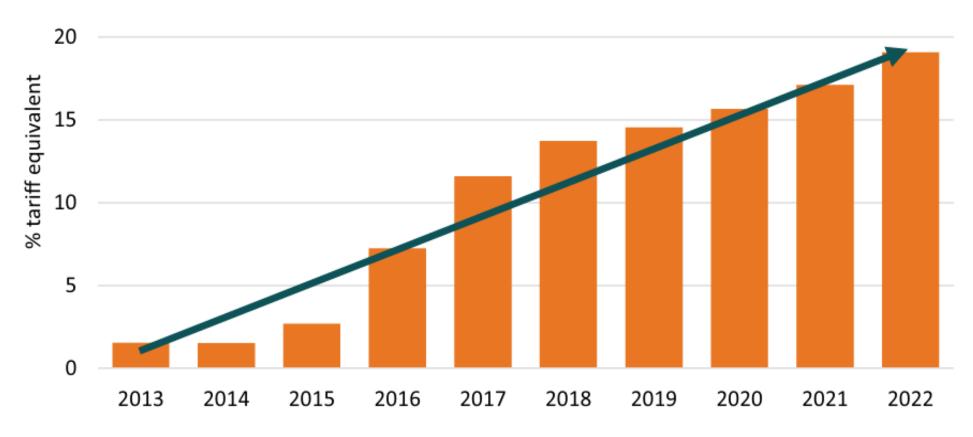
China = 13%

US = 7%

Aus = 3%*

*no direct production subsidies – mostly FMDs & income tax smoothing

NTMs

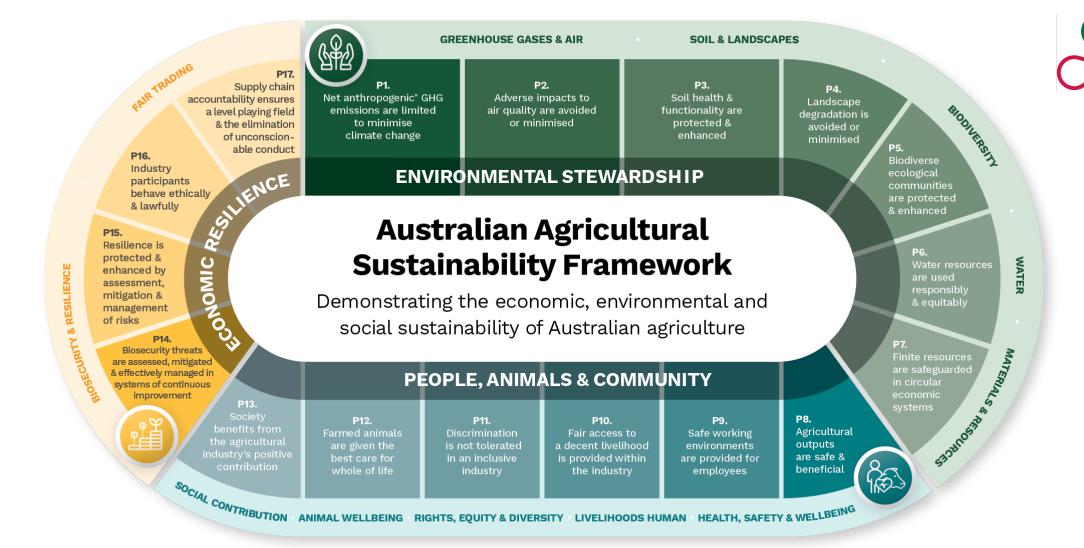


The average tariff-equivalent of NTMs faced by Australian agricultural exporters has been increasing.

Note:

Average across grains, red meat, fruit and vegetables, with constant weightings applied (one-third for grains, one-third for red meat, one-sixth for fruit, one-sixth for vegetables) to provide a crude approximation of the share of Australian farm-gate production value across these commodities. Chart includes all commodities and bilateral routes regardless of whether NTMs exist for those combinations.

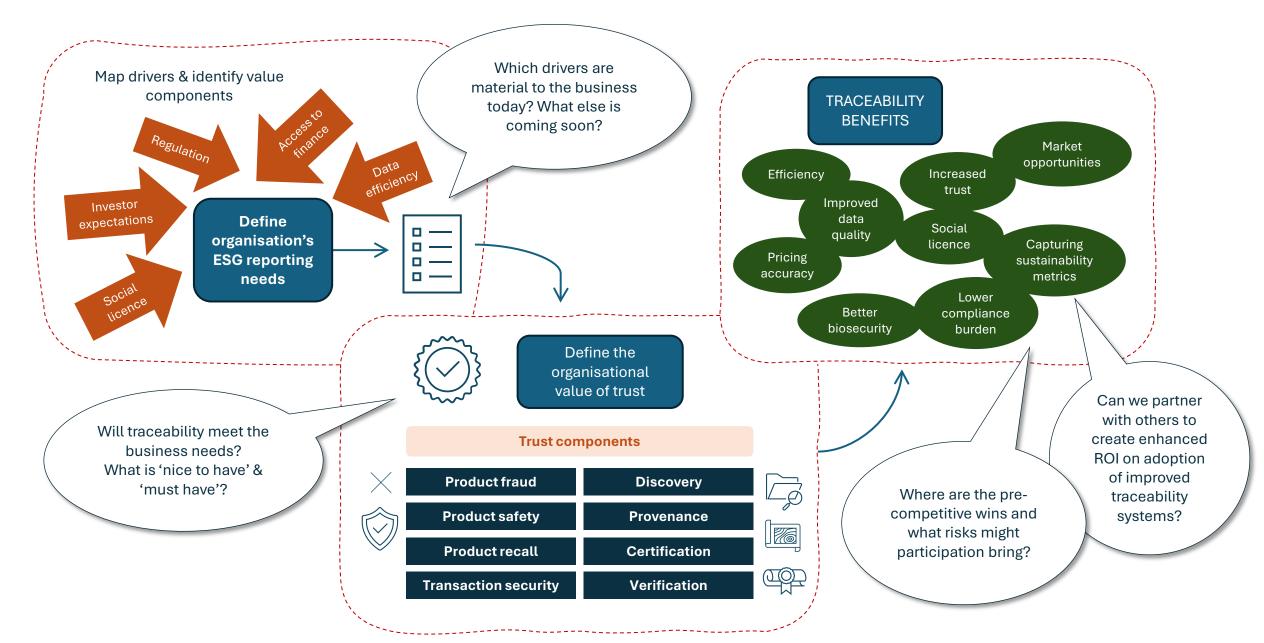
Source: Fell & Creed (2024).







Not yet ready to meet market ESG expectations



AgTrace Australia Supports smarter traceability solutions and data standards that allow systems to integrate with one another Sell market Sell beef product Sell herd ready herd Cattle farm Grain farm Certifier Feedlot Processor Regulator Importer Saleyard evidence 💸 _Invoice 📄 Invoice 🗐 Verify product passport and

AATP = "tell us once"

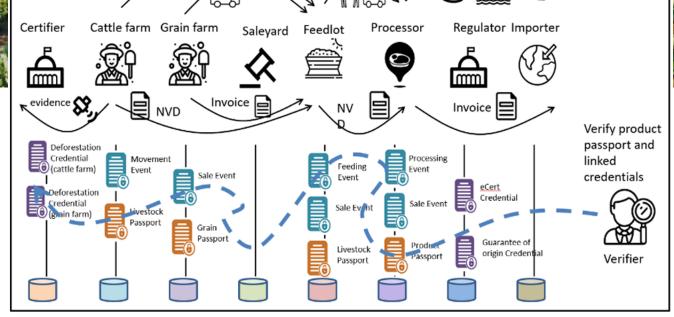
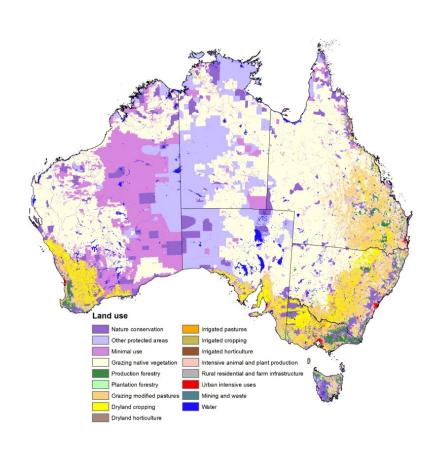
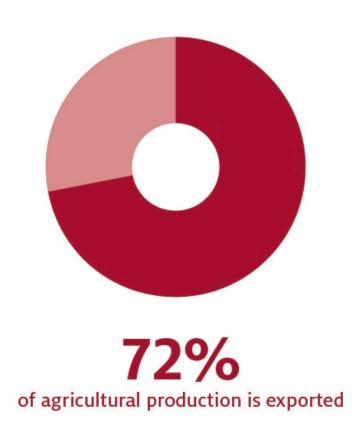


Figure 2: Traceability throughout the supply chain using the AATP



Decarbonised economies > structural change





Policy for sustainable ag & trade

- Free trade
- Shared principles
- Avoid perverse outcomes
- Many paths, one goal

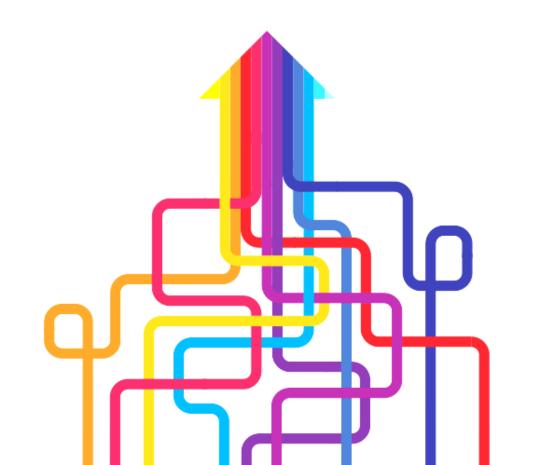
"We need agricultural policies that keep markets open for trade and encourage technology and innovation, which is essential for sustainable growth. So together, we can come behind a common set of principles and take action to build these more sustainable, equitable, and resilient food systems."



"The key is to avoid being overly prescriptive. If we implement excessively rigid measures in the name of sustainability, we risk limiting the flexibility farmers need in each country, region, and individual farm to address their specific economic and environmental challenges."

"When environmental measures are poorly designed, they can increase costs, destabilize markets, and affect global food security, potentially undermining efforts to mitigate climate change."

Sustainable agriculture Sustainable economies Sustainable future





DEVRY BOUGHNER VORWERK

Founder and CEO
DevryBV Sustainable Strategies





Stay Grounded in Sustainable Food & Ag Trade.

Presented by: Devry Boughner Vorwerk

Farm Foundation Forum

Building a Sustainable International Trade Framework

February 6, 2025

Sustainability



"Sustainability" in business is taking accountability for both positive and negativ **impacts** a company has on people and the natural environment and taking action to increase the positive and reduce/mitigate the negative impacts

REPORT

Limited Understanding and Differing Perceptions of Agricultural Sustainability Point to the Need for More Consumer Education

Executive Summary

Policymakers and agri-food businesses around the world are striving to accelerate the transition to more sustainable agricultural systems, including by encouraging consumers to purchase food products that are more sustainably produced. An issue with this strategy could arise if consumers' understanding of agricultural sustainability and the terms used to describe it deviate from producers' understanding. In these cases, market signals from consumers to producers and vice versa would be eroded by divergent lexicons, creating muddled market outcomes. Based on a survey of U.S. households and food systems experts, we find dramatic differences between consumers' and producers' understandings of what is meant by sustainable agriculture, particularly concerning the importance of economic sustainability. Overall, this report advocates for a shared understanding of sustainability goals facilitated through better communication and education around sustainable agriculture. A core takeaway for policymakers and agri-food businesses is the need for more consumer education about sustainable agriculture to make market approaches work.



ement tool and a company's ty. ESG is the used to w, verify, and tainability efforts.

By Trey Malone and Elise H. Golan

Dr. Malone is an agri-food economist on faculty at the University of Arkansas. In 2023, he served as Farm Foundation's Agricultural Economics Fellow for Sustainable Food Systems.

Dr. Golan is the director for sustainable development at the U.S. Department of Agriculture. In this role, she provides leadership in planning, coordinating, and analyzing the Department's policies and programs related to sustainable agriculture and sustainable food systems.

About this Issue Report

This Farm Foundation Issue Report provides an overview of the lexicon of sustainable agriculture. It also summarizes consumer understanding of what is meant by sustainable agriculture.

THE STEWARDVERSE ™ MATERIALITY APPROACH.

Double Materiality.

COMPANY.

financial impact of this specific issue on the company and to what degree?

What is the

SHARED ISSUES STACK.

animal welfare

cybersecurity + data privacy

waste management

women in leadership

GHG Emissions

comprehensive immigration reform

energy use + source

other issues

PEOPLE AND NATURE.

How are the business activities of the company on this specific issue impacting people and nature and to what degree?

THE TRUTH.

Why does it matter to people and nature?

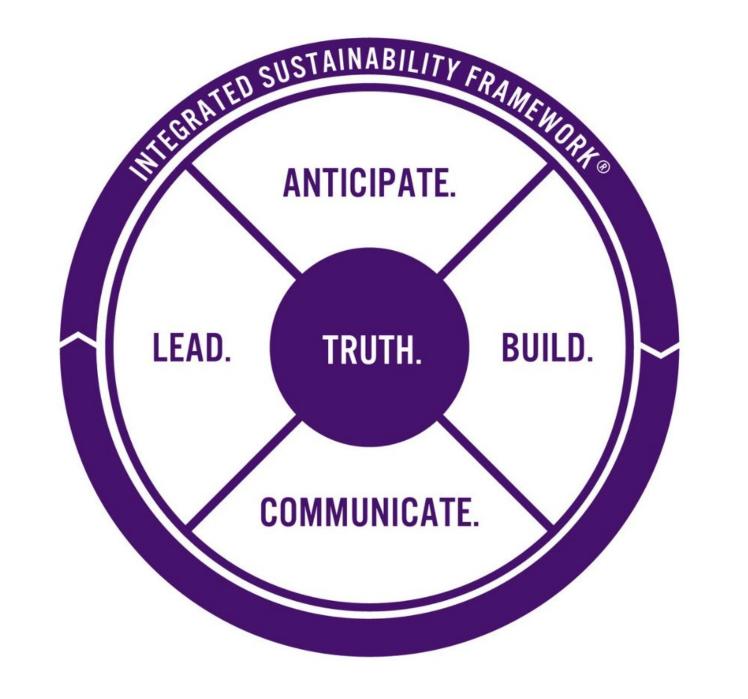
THE TRUTH.

Why does it

matter to the

company?

Change model for business and industry.







I. Global Industry's Unified Purpose.

II. Brief History. (through the lens of a practitioner)

III. Traversing the Moment.

IV. Re-engaging Global Platforms on Trade (and sustainability).

I. Unified Purpose.

"I believe in the future of agriculture, with a **faith** born not of words but of deeds - achievements won by the present and past generations of agriculturists; in the promise of better days through better ways, even as the better things we now enjoy have come to us from the struggles of former years." ~National FFA Creed, par. 1

Shared Purpose as a Global Industry.



ZERO HUNGER

End hunger, achieve food security and improved nutrition and promote

sustainable agriculture.



PREVENT AGRICULTURAL TRADE RESTRICTIONS, MARKET DISTORTIONS AND EXPORT SUBSIDIES

Correct and prevent trade restrictions and distortions in world agricultural markets, including through the parallel elimination of all forms of agricultural export subsidies and all export measures with equivalent effect, in accordance with the mandate of the Doha Development Round.

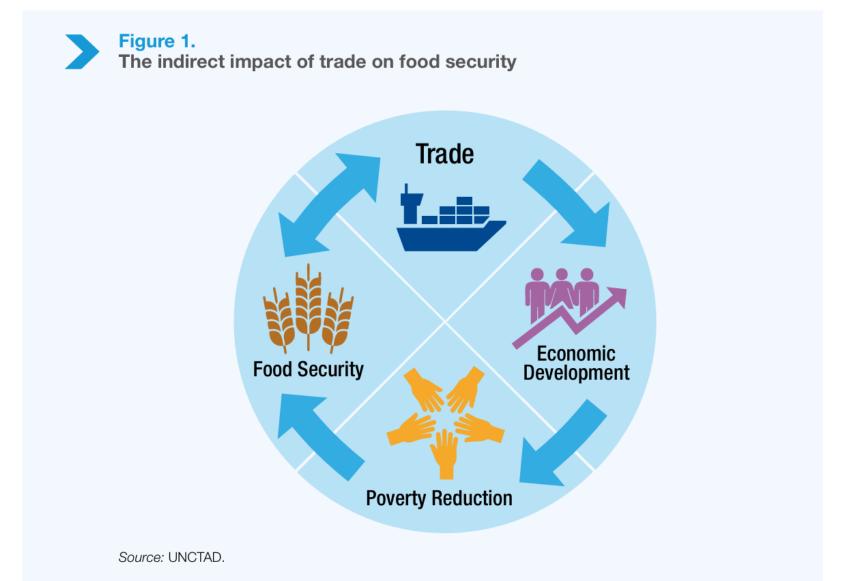
out more



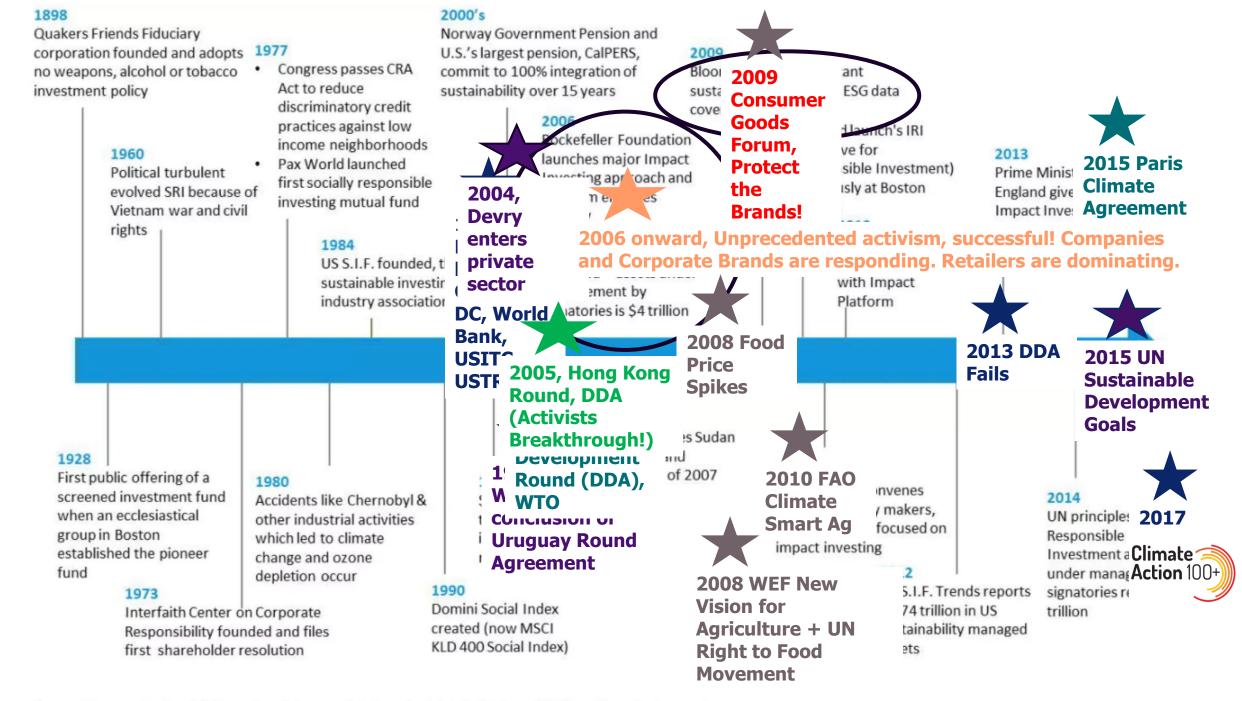
SUSTAINABLE FOOD PRODUCTION AND RESILIENT AGRICULTURAL PRACTICES

By 2030, ensure sustainable food production systems and implement resilient agricultural practices that increase productivity and production, that help maintain ecosystems, that strengthen capacity for adaptation to climate change, extreme weather, drought, flooding and other disasters and that progressively improve land and soil quality.

Trade combats hunger, chronic-hunger, malnutrition, starvation, and death.



II. Brief History Lesson.







Sustainability + Trade + ESG + Climate Agenda "Tornado" for past 20+ years.



Business License to Operate.

III. Traversing the Moment.

1. Scrutiny on ESG, climate, trade.



2. "Greenhushing"* and Retrenchment.



after revising environmental goals

Consumer goods giant which has scaled back some green targets is to combine position with other areas

*Greenhushing is a term coined by Thomas **Crampton of Crampton** Blackie Partners.

3. Trade Props Up Sustainability.
Also, could sustainability lead to a Trade War?



4. Standards Convergence.





5. "Carbon Vacuum" and measurement.

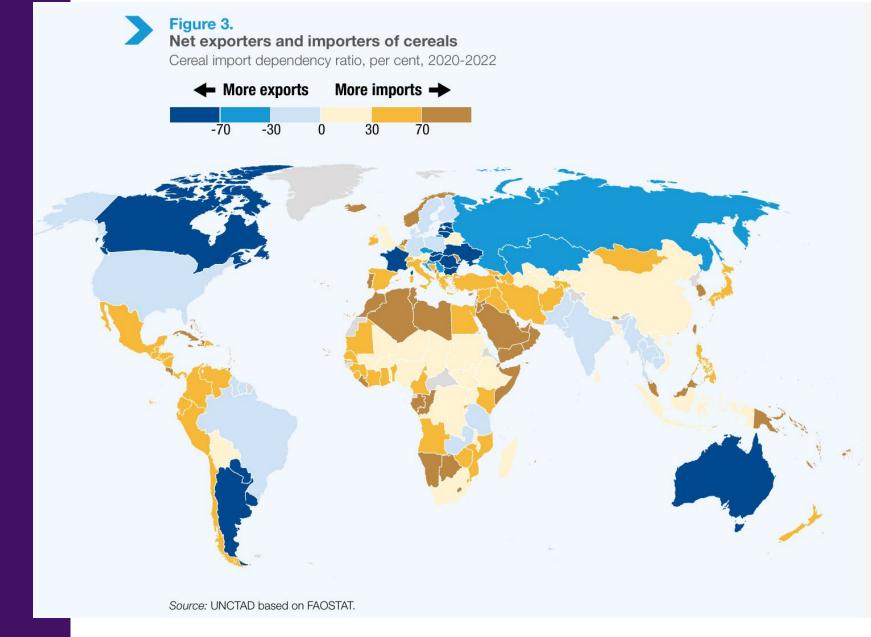


6. "Colander Effect" on Climate-smart Innovation.



IV. Global Platforms on Trade.

O. CustomersFirst:CommercialDiplomacy.



1. Farmers First.



2. WTO.



3. Other key trade forums.





LEE ANN JACKSON

Head of the Agro-food Trade and Markets Division OECD



Emerging issues for sustainable agriculture and trade

Farm Foundation Forum 6 February 2025

Lee Ann Jackson
Head of Agro-food Trade and Markets
OECD Trade and Agriculture Directorate







Who we are

- International organisation based in Paris
- 38 member states across the world, representing 80% of global trade
- 3000+ employees

What we work on

- The full range of social, economic and environmental challenges...
- More than 30 committees on topics such as tax evasion, best practices in education, foreign aid... and **food and agriculture**

How we work

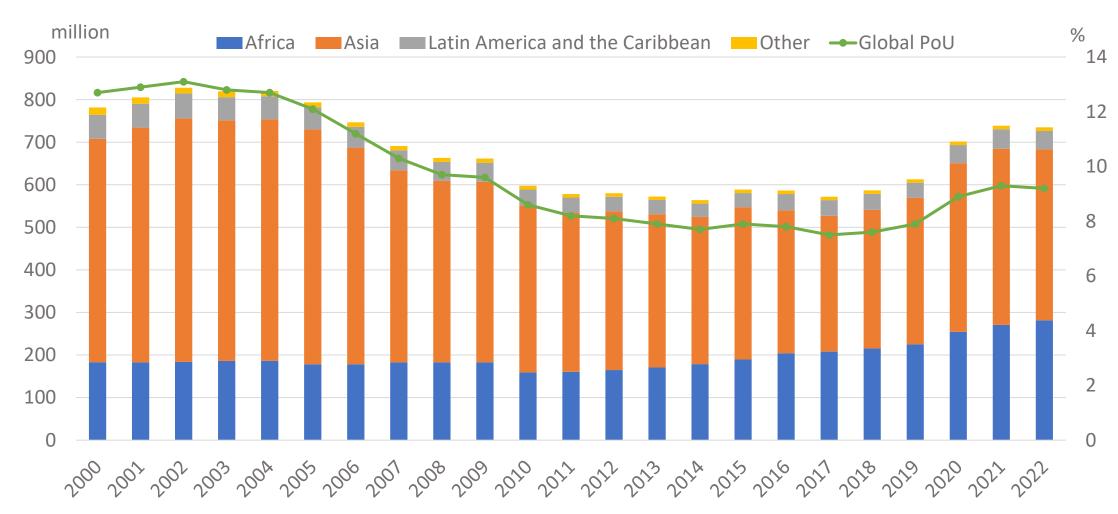
- Inform & advise unique source of data, analysis and insights
- Engage & influence bringing policy makers together to exchange ideas
- Set standards & provide policy support



- Global agri-food market and the food systems triple challenge
- Policy developments
 - Investments in sustainable productivity
 - Tracking environmental outcomes along supply chains
 - Measures targeting sustainability through trade
- Opportunities and challenges



Number of undernourished people

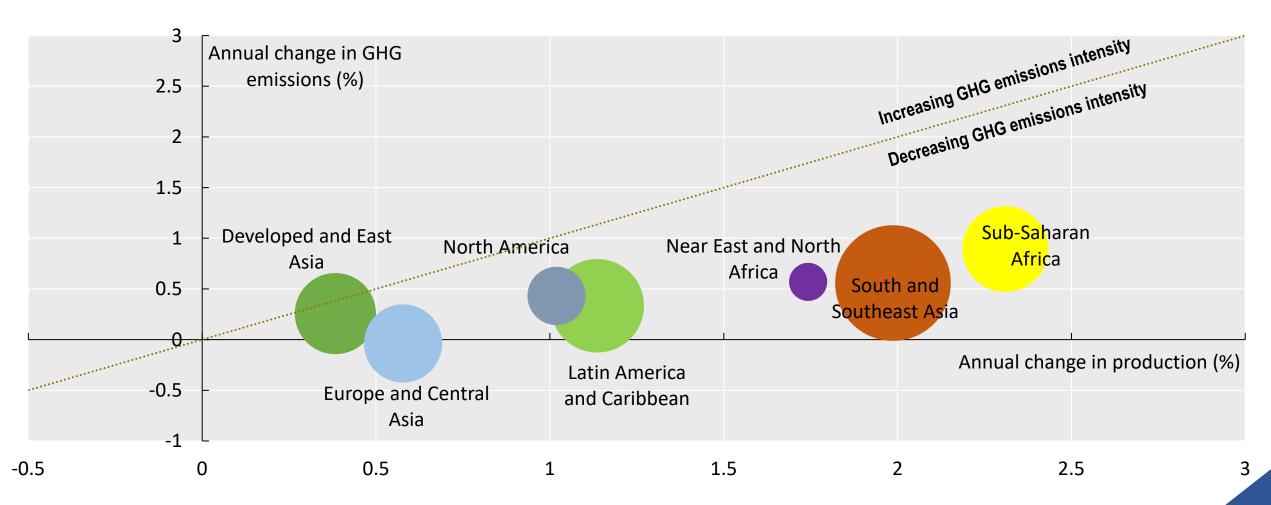


Source: FAO, IFAD, UNICEF, WFP and WHO. 2023. The State of Food Security and Nutrition in the World 2023. Urbanization, agrifood systems transformation and healthy diets across the rural—urban continuum. Rome, FAO.



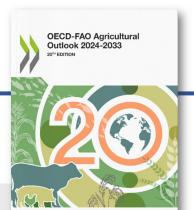
Agriculture's global GHG emissions intensity will decline

GHG emissions and emissions intensity from agriculture, 2021-23 to 2033

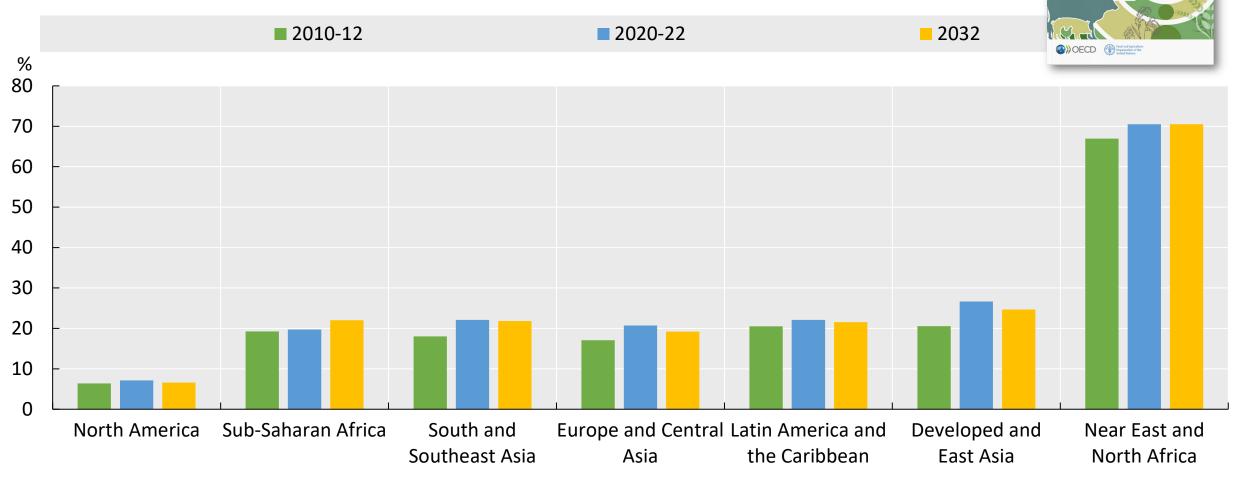




Trade plays a key role in ensuring food security



Imports as share of total consumption by region, in calorie equivalents





Policy developments



Domestic policies for sustainable productivity



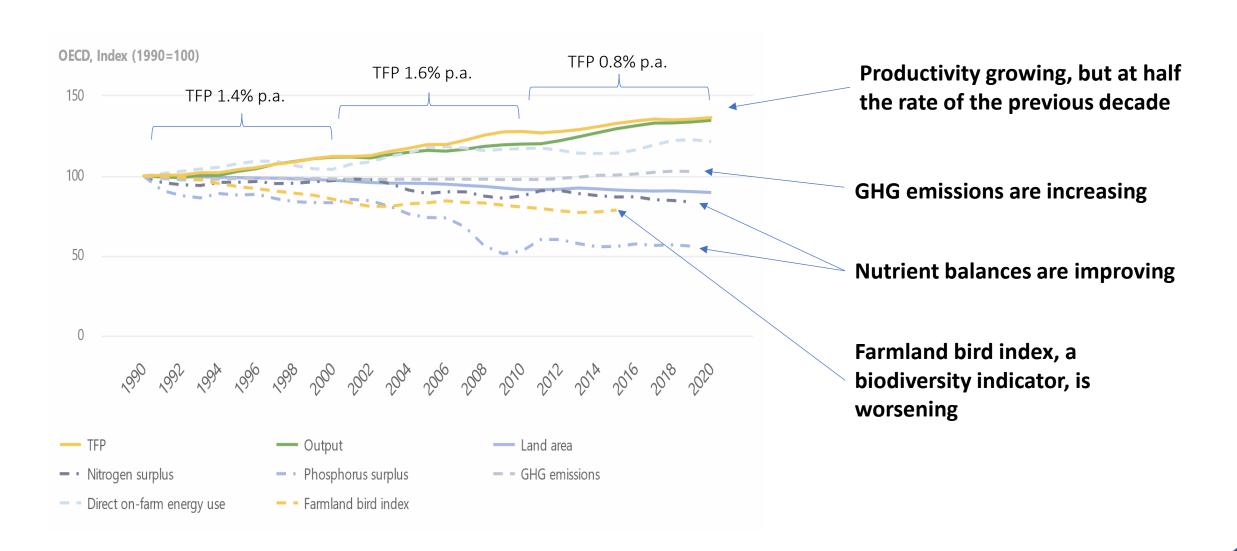
Food systems and carbon footprint measurement



Trade-related measures with environmental objectives for agriculture



Progress on productivity and sustainability has been mixed





Three levers to reduce the carbon footprint of food systems



Shift to lower-emission product categories



Shift to lower-emission producers (within each category)



Shift to lower-emission techniques (everywhere)

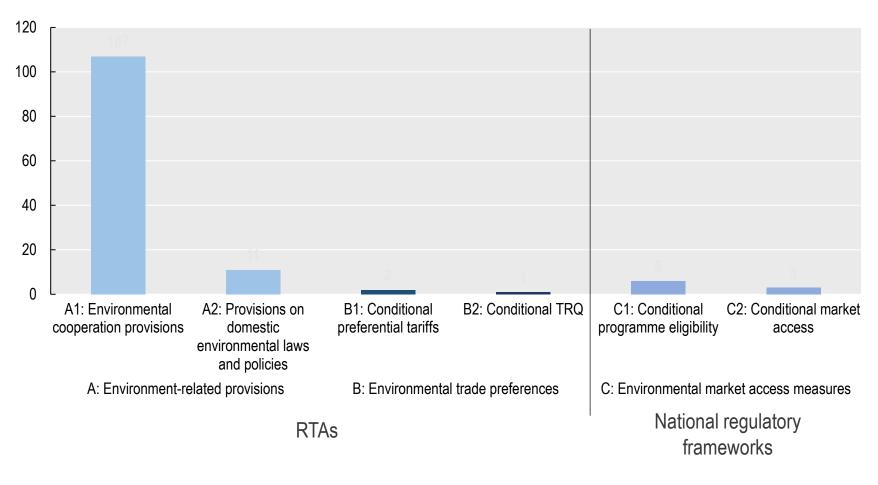


A complex landscape of reporting standards and guidelines has emerged





Countries are adopting diverse trade measures for sustainable agriculture



- **130** measures
- 55% introduced between 2020-24
- 93% contained in RTAs, the rest in national regulatory frameworks



Policies can enhance the contribution of trade and markets to food systems, yet the choice of action can be challenging

- Trade plays an important role for global food security and new measures are expected.
- Agriculture is a policy-heavy sector, with significant market intervention and distortions globally and nationally
- Investments in trade facilitating measures, including digital tools, can be win-win.
- Evolving landscape of measures creates challenges
 - Countries face different contexts including nature of agrifood sector, methods of production and natural endowments, as well as cultural preferences
 - Concerns about competitiveness effects and environmental impacts if not everyone acts or acts in the same way
 - Debates over responsibility and roles, especially between developed and developing countries (e.g., on deforestation and LUC)
 - Trade wars can have detrimental impacts on food security. Uncertainty about the trading environment creates costs for business.
- More coordinated approaches could help create a level playing field and reduce trade costs associated with supply chain standards.



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