

January 31, 2025

The Honorable Donald J. Trump
President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, DC, 20500

Dear Mr. President:

On behalf of the American Farm Bureau Federation, the nation's largest general farm organization representing all sectors of agriculture in all 50 states and Puerto Rico, we are concerned that new tariffs levied against Canada, Mexico and China may inadvertently create financial hardships for U.S. farmers and ranchers who are already operating on very thin or negative margins.

Trade is critical to the livelihood of the U.S. agricultural sector because it spurs economic growth for our farmers, ranchers and their rural communities. Ninety-five percent of the world's consumers live outside the borders of the United States and over twenty percent of U.S. farm income is based on agricultural exports. Expanding opportunities for U.S. crop and livestock producers to access international markets will boost farm income in the United States, while preserving existing access is critical to maintaining farm income. U.S. agricultural exports amounted to \$174.5 billion in FY2024, and – historically – every \$1 of U.S. agricultural exports results in over \$2 in additional domestic economic activity.

Last year, the U.S. exported over \$30 billion in agricultural products to Mexico, \$29 billion to Canada and \$26 billion to China – our top three markets by value combined for half of total agricultural exports.

Farm Bureau members support your goal of ensuring fair trade with our North American neighbors and China, but any effort to impose additional tariffs on these nations' imports runs the risk of significant retaliatory measures against U.S. agricultural exports. We ask that you carefully consider the impact on American farmers and ranchers, associated businesses and rural communities when determining potential trade actions. For decades, American agriculture has strongly supported efforts to open the world to our agricultural and other trade products.

American farmers and ranchers rely heavily on export markets for their business success, especially during these times of economic distress across rural America.

U.S. agriculture also relies upon necessary imported production inputs to grow a successful crop. Approximately 85% of potash fertilizer is sourced from Canada, along with other fertilizer products and energy supplies. Increases to the cost of these necessary products, with spring planting soon starting across rural America, would be a difficult and untimely burden on American farmers.

We urge your Administration to make certain that any action taken in the near- or long-term with Canada, Mexico, and China does not make it more difficult for American farm families to raise a safe and affordable crop on domestic soil. A targeted approach, rather than a blanket tariff, or exemptions on necessary and critical products like fertilizer and fuel could be ways to minimize negative repercussions.

Farm country just closed the books on the second straight year of net farm income decline, and we eagerly await the certainty of a modernized farm bill. We look forward to working with you to expand trade opportunities, reduce input costs and improve farm income.

Respectfully,

A handwritten signature in black ink that reads "Zippy Duvall". The signature is written in a cursive, flowing style.

Zippy Duvall
President