

# SEED:

## A Global Industry

International trade and open markets are critical to the success of the U.S. seed industry. Improving market access, eliminating tariff and non-tariff barriers to trade, strengthening intellectual property rights, promoting science-based phytosanitary and plant breeding innovation practices, and harmonizing regulations are ASTA's top priorities for expanding global trade.

### U.S. Seed Industry Supports the US-Mexico-Canada Agreement:

Mexico and Canada are our two largest export markets, with exports totaling \$630 million last year. We fully support the USMCA agreement, which includes several new provisions which will benefit our industry, in particular:

- Strengthens science-based sanitary and phytosanitary (SPS) regulations
- Provides strong intellectual property (IP) protections, including adoption of UPOV 91 requirements (international convention for seed IP)
- Stronger support for agricultural biotechnology and the trait approval process

### U.S. Seed Industry Impacted by Section 301 Tariffs with China:

Twenty-three categories of vegetable and flower seeds for planting are included in the Office of the U.S. Trade Representative's List 3 and have faced 10% tariffs since September. Much of the vegetable and flower seed imported from China is actually owned by U.S. companies who produce highly labor intensive seed in China before importing it back into the U.S. for sale.



#### Exports by the Numbers:

- Total 2018 Ag Exports: \$139.6.
- Total 2018 Seed Exports: \$1.9 billion
- Vegetables, grasses, corn and soybeans are the most commonly exported seeds.

#### Top Seed Exporting States:

- California
- Oregon
- Illinois
- Texas
- Idaho
- Arizona
- Michigan
- Iowa

#### Top Recipients of U.S. Seed Exports:

- Canada
- Mexico
- China
- Netherlands
- Ukraine

**asta** | american  
seed trade  
association

[betterseed.org](http://betterseed.org)



The tariffs are having tremendous impact on our companies' ability to provide affordable, quality seed to their customers— U.S. farmers and gardeners.

We encourage Congress to strongly convey to USTR the severe impact of these tariffs on U.S. farmers and agribusiness.

## Farm Bill Success— USDA Cooperator Programs

We thank Congress for the successful passage of the 2018 Farm Bill, which secures funding for USDA's Foreign Agricultural Service Cooperator Programs for five years. ASTA participates in both Foreign Market Development (FMD) and Market Access Program (MAP). These grant programs are matched with private sector dollars to enhance market access for the U.S. seed industry, and to promote favorable and harmonized policies globally. Recent projects address phytosanitary issues, plant breeding innovation, intellectual property and market access.

## About the American Seed Trade Association:

Founded in 1883, ASTA represents over 700 companies involved in seed production, plant breeding and related industries in North America. ASTA's broad membership offers varieties from alfalfa to zucchini and uses all production types including conventional, organic and biotech.

The U.S. is the largest market for seed in the world and the largest global exporter of seed, with 2018 seed exports reaching \$1.9 billion. Strong free trade agreements ensure the U.S. seed industry can competitively export seed. Agreements create regional trade rules and practices that ensure our trading partners uphold science-based standards and provide recourse to address non-tariff barriers to trade when they arise.

- ASTA has been a cooperator to the Foreign Market Development (FMD) program since 1963
- The association became a Market Access Program (MAP) coordinator in 1994.
- The seed industry far surpasses the required matching component, and private dollars match public dollars at a rate of 1,200%.

### For more information, contact:

Jane DeMarchi – Vice President  
Government and Regulatory Affairs

[jdemarchi@betterseed.org](mailto:jdemarchi@betterseed.org)

Pat Miller – Director  
State Government Affairs

[pmiller@betterseed.org](mailto:pmiller@betterseed.org)

Virginia Houston – Director  
Government Relations

[vhouston@betterseed.org](mailto:vhouston@betterseed.org)

Follow Us: @better\_seed



**asta** | american  
seed trade  
association



1701 Duke Street, Suite 275, Alexandria, VA 22314

P (703) 837-8140 • F (703) 837-9365