United States Senate Committee on Finance
October 29, 2025
Hearing to Consider the Nominations of Arjun Mody, of New Jersey, to be Deputy Commissioner Social Security for the term expiring January 19, 2031, vice David Fabian Black, term expired; Jeffrey Goettman, of Virginia, to be a Deputy United States Trade Representative (Africa, Western Hemisphere, Europe, the Middle East, Environment, Labor, and Industrial Competitiveness), with the Rank of Ambassador, vice Jayme Ray White; Julie Callahan, of the District of Columbia, to be Chief Agricultural Negotiator, Office of the United States Trade Representative, with the rank of Ambassador, vice Douglas J. McKalip, resigned; Thomas Bell, of Virginia, to be Inspector General, Department of Health and Human Services, vice Christi A. Grimm

Questions for the Record submitted to Julie Callahan from Senator Cornyn.

Question 1: Texas farmers and ranchers have benefited from USMCA and the market access it has provided.

- As the USMCA joint review approaches, how is USTR ensuring that the agreement continues to support and expand market access for key Texas agricultural exports, such as beef, cotton, and dairy, in light of evolving trade dynamics with Mexico and Canada?

Answer: If confirmed, I will use the USMCA joint review to ensure the agreement remains in the interest of American farmers, ranchers, and workers, including with respect to market access for Texas agricultural exports. USTR is in the process of reviewing comments from stakeholders, including agricultural stakeholders, which will inform USTR's approach to the joint review. Any improvements to the USMCA will reflect input from Congress and agricultural stakeholders. I cannot prejudge the outcome of the review process, but meaningful market access for U.S. agricultural commodities is paramount. I will always work to make sure our Trade Agreements work in the best interests of American farmers and ranchers.

Question 2: Some agricultural products do not have access to certain markets due to non-tariff barriers that may be in place in those markets.

- What specific actions is USTR taking to identify and eliminate non-tariff barriers, such as sanitary and phytosanitary restrictions, that are limiting market access for Texas agricultural exports?

Answer: If confirmed, I commit to working to ensure that American producers, including Texas farmers and ranchers who are on the cutting edge of their industries and operate to exceptionally high standards, are not treated unfairly in foreign markets. This includes using current and future trade negotiations to gain commitments from our trading partners to adopt science-based regulatory policies, remove unjustified non-tariff barriers, and adhere to international standards and technical regulations.

Question 3: As the President and his administration continue to negotiate trade deals, how will you ensure that countries maintain market access for U.S. agriculture exports within these new trade deals?

Answer: Ultimately, our trade deals are only as good as our willingness to enforce them. After years of anemic responses to flagrantly unfair and discriminatory foreign barriers, President Trump has empowered USTR to demand fair treatment for American farmers and ranchers. If confirmed, I will hold our trading partners accountable to their reciprocal market access commitments and will explore all tools available should they shirk their obligations.

Questions for the Record for Julie Callahan from Senator Thune

Questions 1

South Dakota is one of the top honey producing states in the nation. However, for several years now, the domestic honey industry has been harmed by unfair honey imports despite antidumping orders, and the volume of these imports continues to rise.

Do you agree that this is a concern that must be swiftly addressed, and can you commit to working with members of the U.S. honey industry and your counterparts throughout the administration to identify and advance viable remedies to this ongoing issue?

Answer: Yes. If confirmed, I will consult with you and the domestic honey industry regarding the impact of unfair honey imports, and work with my counterparts in the Administration to ensure that honey imports do not undermine the U.S. domestic honey industry or circumvent the current measures in place to address unfairly dumped imports of honey.

Question 2

As you know, I have been a longtime supporter of mandatory country of origin labeling for beef products, and South Dakota cattle producers work tirelessly to produce some of the highest quality beef in the world. The system in which producers operate must be fair and transparent, which is why it is critical we take the step to pass legislation tasking USDA and USTR to find a path forward on MCOOL for beef.

If confirmed, will you commit to working closely with my office, as well as USDA, to identify a WTO-compliant path forward for MCOOL for beef?

Answer: Yes. If confirmed, I will consult with you on this important issue for our ranchers and engage with stakeholders.

Questions for the Record submitted to Julie Callahan from Senator Tim Scott.

Question 1: According to the USDA, the U.S. imported $3.9 billion in horticulture products in 2000 compared to $19.7 billion in 2023, with an annual growth rate of 7.3%. During this time, the U.S. accounted for 91% of Mexico’s total yearly horticultural exports. These surging, unfair imports from Mexico have had crippling effects on the produce growers in my state and throughout the Southeast.

Will you work with me and my colleagues to ensure that, as part of the USMCA Joint Review or related efforts, we take decisive, commonsense trade actions to reduce Mexico's surging fruit and vegetable imports and restore a level playing field for American farmers?

Answer: Yes. If confirmed, I will ensure this matter is included in the USMCA joint review and consult with you and other Members of Congress, and also will engage with stakeholders on this important issue. I cannot prejudge the outcome of the review process, but meaningful market access for U.S. agricultural commodities is paramount. I will always work to make sure our trade agreements work in the best interests of American farmers and ranchers, and I am committed to ensuring that American farmers can compete on a level playing field in the domestic market and in international markets.

Question 2: The five-year review of the U.S.-Mexico-Canada Agreement (USMCA) is currently being undertaken by USTR. Agricultural exports to both countries have surged since NAFTA (now USMCA) entered into force; however, agriculture still faces challenges. How are you approaching this review, and as Chief Agricultural Negotiator, do you support the continuation of USMCA?

Answer: : If confirmed, I will use the USMCA joint review to ensure the agreement remains in the interest of American farmers, ranchers, and workers, including with respect to tackling challenges facing U.S. agriculture in the Canadian and Mexican markets. USTR is in the process of reviewing comments from stakeholders, including agricultural stakeholders, which will inform USTR's approach to the joint review. Any improvements to the USMCA will reflect input from Congress and agricultural stakeholders. I cannot prejudge the outcome of the review process, but meaningful market access for U.S. agricultural commodities is paramount. I will always work to make sure our Trade Agreements work in the best interests of American farmers and ranchers.

Question 3: To what extent are U.S. agricultural trade policies prioritized relative to aluminum and steel within current and recent trade negotiations?

Answer: Increasing market access for U.S. agricultural goods will always be my top priority.

<u>Questions for the Record submitted to Julie Callahan from Senator Daines.</u>

Question 1: Dr. Callahan, Montana is the largest pulse crop producing state in the country. India is the largest dry pea, lentil and chickpea importer and erects some of the highest trade barriers in the world. If confirmed, how would you prioritize increasing market access for all U.S. pulses into India?

Answer: If confirmed, I will prioritize India's removal of tariff and non-tariff barriers on agricultural products, including pulses.

Question 2: Dr. Callahan, Montana's sheep ranchers have been operating under challenging market conditions for several years. If confirmed, will you commit to examining the current market conditions and advantages enjoyed by foreign competitors?

Answer: Yes, I am committed to working with you and American sheep ranchers on this important issue to identify solutions and take appropriate action.

Question 3: Dr. Callahan, if necessary, will you commit to using all tools at your disposal, including those outlined under Sec. 201 of the Trade Act of 1974, to support the domestic sheep industry?

Answer: I am committed to exploring all tools to determine the appropriate path toward addressing the real challenges faced by American sheep ranchers, including ranchers in Montana.

Questions for the Record submitted to Julie Callahan from Senator Todd Young.

Question 1: *While we haven't seen significant direct retaliation from many trading partners, some responses are happening behind the scenes—like China shifting purchases to Brazil—or in the form of major threats, such as from the EU. If confirmed, how would you anticipate and address these less-visible or looming retaliatory pressures to protect U.S. agricultural exports while pursuing reciprocal trade measures?*

Answer: Our farmers and ranchers are the best in the world and deserve fair and reciprocal access to global markets. If confirmed, I look forward to engaging with you on specific market access priorities and helping to protect our producers against potential retaliation, including forms of less-visible or indirect retaliation. The President's trade policies are already increasing market access for American agricultural commodities. Specifically, as part of the final Agreements on Reciprocal Trade announced on October 26, Malaysia and Cambodia have agreed to grant U.S. agricultural commodities preferential market access and will accept U.S. health and safety regulatory authorizations for meat, poultry, and dairy products. I expect similar outcomes to be part of forthcoming agreements with other countries.

Question 2: *The African Growth and Opportunity Act (AGOA) has historically served as both an economic and soft power tool for the U.S. in Africa, but regulatory hurdles—particularly regarding biotech and GE (gene-edited) crops—have limited its full potential. As Congress considers measures for reauthorization, do you believe modernizing AGOA's trade preferences to make them more reciprocal—for example, by encouraging African markets to adopt science-based biotech regulations aligned with U.S. standards—would be effective in opening new market access?*

Answer: As a general matter, we should encourage all of our trading partners to ensure that their sanitary and phytosanitary measures are based on sound science and do not represent disguised barriers to trade. If confirmed, I will—if requested by the Congress— provide technical assistance and consultation on trade related legislation, including with respect to reauthorization or modernization of trade preference programs, including the African Growth and Opportunity Act.

Question 3: *Many U.S. biotech crops are delayed or blocked abroad despite international scientific consensus on their safety. If confirmed, how do you plan to engage with trading* *partners to differentiate GE (gene-edited) crops from traditional GMOs and open export opportunities?*

Answer: If confirmed, I commit to working to ensure that American producers, who are on the cutting edge of their industries and operate to exceptionally high standards, are not treated unfairly in foreign markets. This includes using current and future trade negotiations to gain commitments from our trading partners to adopt science-based regulatory policies, including those related to agricultural biotechnology and gene-editing, and adhere to international standards and technical regulations.

Question 4: While the United States-Mexico-Canada Agreement (USMCA) has challenges, it has coincided with stronger U.S. agricultural trade with Canada and Mexico than before the agreement. Mexico remains a leading buyer of U.S. corn, and Canada is a major market for U.S. ethanol.

If confirmed, how would you approach the 2026 Review process to ensure that agriculture can still remain successful, as it has been under USMCA?

Answer: If confirmed, I will use the USMCA joint review to ensure the agreement remains in the interest of American farmers, ranchers, and workers, including with respect to market access for corn and ethanol. USTR is in the process of reviewing comments from stakeholders, including agricultural stakeholders, which will inform USTR's approach to the joint review. Any improvements to the USMCA will reflect input from Congress and agricultural stakeholders. I cannot prejudge the outcome of the review process, but meaningful market access for U.S. agricultural commodities is paramount. I will always work to make sure our Trade Agreements work in the best interests of American farmers and ranchers.

Question 5: India is a high-potential market for U.S. agricultural inputs. Rapid livestock growth is driving sustained demand for feed ingredients, and domestic supply is tight. Distillers grains, corn, soy products, and related inputs can meet clear, scaleable needs.

If confirmed, how will you approach India to expand market access for U.S. agricultural inputs? Are there specific barriers you will target, and how will you measure progress?

Answer: If confirmed, I will engage India and prioritize the removal of tariff and non-tariff barriers on agricultural products, including agricultural inputs such as American animal feed and feed ingredients.

Questions for the Record submitted to Julie Callahan from Ranking Member Wyden

1. Tariffs are taxes paid by Americans. The Administration has imposed massive and ever-changing tariffs, raising costs for American farmers and ranchers on key inputs like fertilizer, herbicides/pesticides, machinery, and equipment.

   By raising costs for American farmers, the Administration's tariffs make it more expensive to grow and make things in America. This makes American agriculture more expensive, making American farmers and ranchers less competitive in foreign markets. As a result, the Administration's tariffs undermine, or even erode, any market access commitments reached through the Administration's negotiating efforts. Has USTR done any analysis with respect to whether, how, and to what extent its tariff policies are undermining its stated market access goals?

Answer: If confirmed, I will follow the directives outlined in the Presidential Memorandum "America First Trade Policy" to negotiate trade agreements that open markets for American agriculture and regain market share that has been lost in markets around the world due to Biden Administration trade policies that rejected the necessity of negotiating preferential tariff access and undermined American competitiveness.

2. During your confirmation hearing, you said that certain industries may be able to find reprieve from Trump's tariffs as a result of the Administration's "Potential Tariff Adjustments for Aligned Partners" (PTAAP) annex, which includes a list of products that could potentially qualify for tariff reductions/exclusions upon a country's conclusion of a "Framework Agreement" with the United States. However, while the Administration has imposed tariffs on products that Americans buy from nearly 180 countries, the Administration has concluded only a handful of deals. That means these tariff reductions/exclusions are only a possibility for a small fraction of the inputs farmers and ranchers rely on from abroad. Moreover, this list was concluded without a formal process through which Americans could convey their needs to USTR, and Americans have no say in whether and to what extent these products are included in the Administration's deals.
    a. Please share the Administration's analysis with respect to how the PTAAP list will lower costs for American farmers and ranchers.

Answer: The "Potential Tariff Adjustments for Aligned Partners" (PTAAP) list contains products, including agricultural products not grown in sufficient quantity in the United States due to U.S. climate and geography (such as coffee, spices, tropical fruits, etc.), for which the President may be willing to apply only the Most-Favored-Nation (MFN) tariff upon the conclusion of a future agreement on reciprocal trade. Agricultural goods on the PTAAP list include high value cash crops that are important export commodities for many of the countries with which USTR is currently negotiating agreements on reciprocal trade, and serve as important leverage in securing high value deals for American farmers and ranchers. The Malaysia and Cambodia deals signed on October 26 offer significant agricultural market access and reduction of non-tariff barriers for American goods entering these markets, and are emblematic of the ambition that I will be seeking in future deals, if confirmed as Chief Agricultural Negotiator.

    b. I have encouraged USTR to open a formal process through which stakeholders, including American farmers and ranchers who lack inside access to the White

House, can help offer suggestions to further refine/expand this list. Do you agree that USTR should initiate such a formal process? If not, please explain why.

Answer: To earn a reduction of reciprocal tariffs for some or all of the products listed in the PTAAP Annex, a trading partner must conclude a deal with the United States that helps mitigate the national emergency relating to the trade deficit. Additionally, the President will evaluate the extent of a trading partner's commitments to address U.S. trade concerns, among other things, when determining which products on the PTAAP Annex qualify for a tariff reduction.

3. Japan is a key market for American agriculture, including farmers and ranchers in the Pacific Northwest. The Administration has announced a "framework deal" with Japan – which it called "historic" – that, according to a White House Fact Sheet, appears to have failed to address any agricultural trade barriers. In fact, with respect to agriculture, the deal appears to only cover a handful of vague purchase commitments. Will you commit to remaining at the negotiating table, and refusing to conclude this deal, until Japan's key tariff and non-tariff trade barriers on the following U.S. products are addressed, at minimum?
    a. Potatoes
    b. Apples
    c. Pears
    d. Frozen blueberries

Answer: Securing market access for U.S. agricultural exports to Japan is a high priority for this Administration. If confirmed, I will continue to press Japan to resolve U.S. agricultural market access concerns, including the removal of tariff and non-tariff barriers, in a timely and science-based manner, including concerns related to U.S. potatoes, apples, pears, and frozen blueberries.

4. Brazil is unfairly restricting market access for U.S. wheat growers. Currently, Brazil only permits certain imports of wheat classes, and it excludes shipments from U.S. West Coast ports. I appreciate your commitment to securing market access for American farmers and ranchers. At the same time, I'm concerned that the focus of others within the Administration – including the President – appears to be on non-trade items, such as proceedings in Brazil's judicial branch related to Brazil's former president.
    a. What is your plan to refocus USTR's attention on agricultural trade barriers and secure market access for American wheat in the Brazilian market?

Answer: If confirmed, I am committed to ensuring that Brazil implements its wheat tariff-rate quota (TRQ) fairly and transparently, allowing the opportunity for all U.S. wheat to compete in Brazil's market.

b. How will you ensure that American wheat growers are not at a disadvantage in the Brazilian market with respect to Argentina, as a result of Argentina and Brazil's membership in MERCOSUR?

Answer: If confirmed, I'm committed to making sure that Brazil implements its wheat TRQ fairly and transparently, allowing the opportunity for all U.S. wheat to compete, including with respect to Argentine wheat, in Brazil's market.

5. China has historically been the largest market for U.S. agriculture. However, in response to Trump's first term trade war, China drastically reduced its purchases of American agriculture and diversified suppliers to source from key U.S. competitors. That is in spite of the agricultural purchase requirements that China made, and failed to comply with, as part of the Trump Administration's U.S.-China Phase I Deal. Moreover, in response to Trump's new tariffs imposed since taking office this year, China has further diversified suppliers and imposed several new tariff and non-tariff barriers on U.S. agriculture exporters.
   a. With respect to the new purchase commitments that China has made, China already has a proven track record of noncompliance. By 2020, China's purchases had already fallen below its commitments and, in many sectors, were well below 2017 trade levels. That was when President Trump was still in office. Why does the Administration think anything will be different this time?

Answer: China's commitments are based on historical purchase levels; they have demonstrated the capacity to import such quantities of U.S. soybeans. If confirmed, I will work to hold China accountable to its commitments.

b. The Administration has neither released any formal text of the "deal," nor shared it with members of the Senate Finance Committee. Readouts from the White House and from the Chinese government appear to conflict in several aspects, raising questions about whether there is a consensus.
   i. Which specific tariff and non-tariff agricultural trade barriers has China committed to removing? Which, if any, of these commitments will put the United States in a better place than it was in January 2025, when President Trump took office?

Answer: China has committed to removing the 10 to 15 percent retaliatory tariffs on U.S. agricultural products it announced on March 4 as well as the non-tariff barriers implemented against U.S. agricultural goods since that time, including those on U.S. logs and soybeans. When considered in the context of the President's larger trade agenda, these commitments allow for continued access to the China market while USTR works on negotiating improved market access in reciprocal trade agreements, ultimately improving the position of American farmers, ranchers, and agricultural producers.

ii. Which specific tariff and non-tariff agricultural trade barriers remain, and how are you prioritizing their elimination?

Answer: China continues to impose tariff barriers, including retaliation against U.S. Section 232 tariffs, Section 301 tariffs, and IEEPA reciprocal tariffs, as well as non-tariff barriers affecting beef, poultry, products of agricultural biotechnology, and a wide range of other products. If confirmed, I will fight to provide American farmers greater market access for their food and agricultural products.

6. Pacific Northwest apple, pear, and cherry growers have had over $900 million in lost sales to China since President Trump's first-term trade war began in 2018. I have long urged USTR to work to find alternative export markets for our farmers and ranchers, including by opening up the key Indian market. As you know, India's high tariff rates of 50% on apples and 30% on cherries and pears severely limit U.S. export markets.

   The tree fruit industry estimates that elimination of India's unfair tariffs could increase exports of apples, pears, and cherries by as much as $175 million annually. How will you prioritize the elimination of these tariffs in ongoing discussions with India?

Answer: There is no doubt that India maintains high tariffs and imposes non-tariff barriers affecting a wide range of U.S. agricultural products. If confirmed, I will prioritize the elimination of India's tariffs on agricultural products, including U.S. apples, pears, and cherries.

7. The European Union (EU) has imposed many protectionist practices that have created an imbalance in agricultural trade across the Atlantic. In particular, the EU's non-scientific, overly burdensome approach to agricultural regulations has served to restrict access to the European market for American farmers and growers, from hops to wine to dairy, and everything in between. The United Kingdom (UK) remains aligned with the EU to a significant extent.

   The Administration's "framework deals" with the EU and the UK appear to recognize this issue, but do not appear to address it in the near term. What is the status of efforts to address the EU and the UK's non-tariff barriers to American agriculture, and when and how will our farmers and growers begin to realize the benefits of these efforts?

Answer: The United States intends for the announced Framework with the European Union and General Terms with the United Kingdom to be a first step in a process that aims to resolve many longstanding agricultural tariff and non-tariff barriers faced by U.S. exporters. If confirmed, I will press the EU and UK to resolve both tariff and non-tariff agricultural trade barriers expeditiously, so that our farmers and ranchers see meaningful market access.

8. American farmers and ranchers depend on science-based standards to help export their products around the world. Continued U.S. funding, leadership and engagement is needed at the key international organizations that develop these standards, to secure the future of U.S. agricultural exports and prevent competitors like China and the EU from leveraging these standards-making decisions to tilt the playing field against American agriculture. In particular, the Food and Agriculture Organization (FAO) develops standards related to border inspections, labeling, and safety standards; FAO also administers the Codex Alimentarius Commission (Codex) and International Plant Protection Commission (IPPC), which ensure international food safety and plant health standards are based on science, limiting non-tariff barriers to trade for U.S. agricultural exporters. The Organization for Economic Cooperation and Development (OECD) similarly advances evidence-based policy guidance, including through the OECD Seed Schemes and biotechnology working groups. I understand the Administration has made the unfortunate decision to eliminate funding to the OECD and cut funding to FAO, including as a result of the rescissions packages.
    a. How are these cuts impacting U.S. participation and leadership in these key organizations? Will you commit to briefing the Finance Committee on these impacts and any other potential cuts?
    b. Will you commit to fighting for future funding to the major international organizations upon which our farmers and ranchers rely? How will you work to ensure interagency consensus therein?

    Answer: American agricultural producers rely on the cutting-edge technologies to increase yields and improve the profitability of their operations. Our trading partners have committed to base their sanitary and phytosanitary (SPS) regulatory policies on science and risk. The United States has long promoted the importance of science-based international SPS standards such as those developed by the Codex Alimentarius and the International Plant Protection Convention. If confirmed, I commit to maintaining and expanding U.S. leadership in SPS issues. I also commit to identifying trading partners that adopt and maintain standards and technical regulations that are inconsistent with international standards, holding those trading partners to account, and working to address these important issues.

9. If confirmed, you will have a lead role in the Trump Administration's ongoing trade talks. As you know, the Constitution gives Congress the sole authority to impose tariffs and to regulate commerce with foreign nations. While I appreciate that you and other USTR staff have made time to brief my staff on a quasi-regular basis, the briefings have become more sporadic and less informative, with staff questions often going unanswered.

USTR has also refused to share all negotiating texts with Congress. For example, USTR has only shared the initial draft of U.S. proposals and has not provided any texts shared by other parties in the negotiations.

a. Will you commit to sharing all negotiating texts, including proposals and counterproposals by trading partners, with Congress?
b. Will you commit to sharing all U.S. negotiating texts with Congress, prior to sharing with a foreign country?
c. Will you commit to sharing draft trade deals with Congress and making them public for 60 days before they're signed?
d. Do you believe trade deals should be approved by Congress?

Answer: I am committed to ensuring that U.S. trade policy and trade negotiating objectives adequately reflect U.S. public and private sector interests. If confirmed, I commit to consulting on negotiating texts related to agriculture, and the status of ongoing agricultural negotiations, with Congress, through USTR's Committees of Jurisdiction, with cleared advisors serving on the Agricultural Policy Advisory Committee and Agricultural Technical Advisory Committees, and with other U.S. federal government agencies through the Trade Policy Staff Committee.

Questions for the Record submitted to Julie Callahan from Senator Cantwell.

Question 1: On October 14, the Trump administration's new port fees went into effect. All cargo ships operated by a carrier based in China will pay a fee of $50 per net ton for each vessel that calls a US port, while other fees will be assessed on other ocean carriers that operate Chinese ships, and still others on roll-on, roll-off vessels that carry things like cars. One estimate found that the fee will come out to about $1.6 million per voyage for Chinese operators like COSCO. In response, China started charging U.S. ships for docking at Chinese ports in retaliation for the Trump administration's fees on Chinese vessels entering US ports.

I'm concerned that one unintended consequence of these fees is that this will exacerbate an issue in the Northwest — rather than coming to U.S. ports, these foreign vessels will instead only call on Canadian ports in Vancouver and Prince Rupert.

Canadian ports already have a cost advantage because imports through Canada don't have to pay the Harbor Maintenance Tax that helps fund our port infrastructure, and the new fees may only strengthen the incentive for carriers to skip U.S. ports entirely and shift containerized cargo to Canadian or Mexican ports.

That also has significant impacts for our farmers that depend on the ability to ship our agriculture exports back on ships that call our ports. Many fewer empty ships will now be at port to export U.S. agricultural products when they are needed.

1. How will you ensure U.S. agricultural exporters have container ships available to ship to Asia?

2. How will you ensure the price for shipping U.S. agricultural products to Asia does not spike because of fewer empty ships being available at U.S. ports on account of the new port fees?

Answer: As you are aware, the recent deal on economic and trade relations with China will suspend the implementation of the USTR 301 action on Chinese dominance of the maritime and shipbuilding sectors for one year starting November 10, 2025. However, the United States will negotiate with China pursuant to Section 301 regarding the issues raised in the investigation. While taking these actions, the United States will continue its domestic efforts and its discussions with key allies and partners on revitalizing American shipbuilding. Additionally, I note that consistent with Section 6 of Executive Order 14269 of April 9, 2025, Restoring America's Maritime Dominance, the Administration is taking steps to address concerns about HMF and cargo entering from Canada and Mexican ports. If confirmed, I will continue to support U.S. farmers and ranchers' ability to access export markets of interest.

<u>Questions for the Record submitted to Dr. Julie Callahan from Senator Bennet.</u>

Question 1: U.S.-China Beef Trade

Dr. Callahan, while China has recently agreed to lift their embargo on U.S. soybeans – which they imposed in the first place only in response to President Trump's incoherent trade war – China has also effectively shut the door on American beef, and President Trump has not solved this issue.

Since March 2025, China has failed to renew export eligibility for approximately 415 U.S. beef establishments, with more certifications set to expire in the coming months. Compounding the issue, China has suspended facilities based on single-occasion findings of beta-agonists such as ractopamine and other Codex-approved additives – without following the agreed-upon protocols outlined in the Phase One Agreement President Trump inked with China during his first term. Even if certifications were renewed, these unjustified suspensions would continue to block market access.

Before this breakdown, U.S. beef exports to China reached $1.6 billion in 2024, supporting over 14,000 American jobs and adding roughly $165 of value per head for U.S. cattle producers. But with China refusing to renew or re-list those facilities, we have lost more than half our market share this year, and ranchers in Colorado and across the country are feeling it.

As a result, American producers are being denied critical revenue while foreign competitors fill the void.

Dr. Callahan, if confirmed, will you commit to making it a top priority to restore U.S. beef access to China by pressing for the renewal of export listings and by resolving the ongoing suspension issues that are blocking U.S. producers from that market?

Answer: Yes. If confirmed, I will work to address China's refusal to renew registrations and the unjustified suspensions of U.S. beef facilities despite a proven track record of safety and quality.

Will you commit to pressing senior Trump administration political appointees at the Office of the U.S. Trade Representative (USTR) and across the inter-agency process to ensure that the President and cabinet officials raise China's unfair restrictions on U.S. beef in future conversations with President Xi and other senior Chinese counterparts?

Answer: Yes. If confirmed, I will make China's unfair restrictions on U.S. beef a priority to raise in USTR and inter-agency processes to elevate the issue.

Question 2: USMCA Reviews Impacting Dairy and Canadian Market Access

As you are aware, the United States and Canada have a long and complicated history when it comes to dairy. The complex nature of Canadian dairy policies has led to challenges for U.S. businesses and multiple disputes under the United States-Mexico-Canada-Agreement (USMCA). The Office of the U.S. Trade Representative (USTR), including during your time in the Agricultural Affairs Office, has attempted to uphold USMCA commitments made by Canada since the agreement's entry-into-force in 2020.

Despite USMCA's promise of expanded market access for U.S. exporters through Tariff Rate Quota (TRQ) administration, the Canadian government continues to allocate the vast majority of quotas to Canadian processors. Meanwhile, USMCA protections for U.S. exporters are disregarded and Canadian dairy protein exports are subsidized through their milk class pricing structure.

As the U.S. begins discussions with Canada and Mexico about renewing the USMCA, which expires and is up for mandatory review next year, we need USTR to prioritize addressing Canada's circumvention of USMA through their TRQ administration and class pricing systems in order to provide American dairy producers, processors, and packagers the meaningful access they were promised over five years ago.

Will you work to improve the U.S. dairy industry's access to the Canadian market as part of the upcoming USMCA review, or through opportunities that arise before then? As the U.S. Chief Agricultural Negotiator, how will you improve transparency and enforcement to prevent future manipulation or evasion of the USMCA dairy provisions?

Answer: If confirmed, I will work to improve market access for U.S. dairy products and to ensure that American dairy producers receive the full benefit of commitments made by Canada in the USMCA.

Question 3: Colorado Lamb

Colorado lamb has a reputation as some of the finest in the world, yet we are losing market share to imports priced lower due to currency advantages and scale. *How would you, as a trade official, weigh the long-term sustainability of domestic production against the short-term price benefits to U.S. consumers?*

If confirmed, what specific steps would you take to ensure that USTR does not overlook smaller but strategically important industries like lamb and wool when considering trade remedies?

Sheep producers in my state submitted detailed recommendations to USTR this summer, but they have not received a response. *If confirmed, how will you make sure producers — especially smaller groups like the sheep industry – receive timely feedback and transparency from your office when they raise urgent trade concerns?*

Answer: I have spent time with the sheep industry and understand the challenges they face, and have reviewed the industry's recommendations in detail. USTR is in the process of reviewing options to help the industry, and if confirmed, I will ensure appropriate action is taken to assist domestic sheep ranchers.

Question 4: New Breeding Techniques (NBTs)

As I am sure you are aware, U.S. farmers are squeezed between low commodity prices and high input costs. Recent advances in agricultural gene editing technology offer much higher yields and profitability. This technology – known as "New Breeding Techniques," or NBTs – utilizes safe and well-established CRISPR methods to induce changes within a crop's DNA that could otherwise occur naturally, though more slowly. These induced changes can also reduce the need for certain costly inputs, such as water and fertilizer, and improve disease resistance. NBT crops are ready for planting on U.S. farms now. However, regulatory barriers in China and elsewhere have frozen the adoption of these higher-yield crops in the United States, holding back the competitiveness and profitability of U.S. farmers.

What is your strategy for opening foreign markets to U.S. crops, including corn, soybeans, wheat and other major feed grains, that are grown from seeds bred through gene editing technology, commonly known as New Breeding Techniques (NBTs)?

Do you think U.S. trade agreements should address unjustified regulatory barriers against promising NBT crops from the United States? What are the risks to U.S. farmers of allowing unjustified foreign regulatory barriers to persist?

What additional steps can USTR take to best position U.S. NBT crops for acceptance in foreign markets?

Answer: If confirmed, I will work to secure commitments from trading partners that their processes for regulating agricultural biotechnology, including New Breeding Techniques, are transparent, timely, and based on science and risk. I will also prioritize the establishment and maintenance of science-based regulatory systems by U.S. trading partners, and will hold trading partners that maintain unjustified regulatory barriers accountable.

Question 5: Potatoes

Dr. Callahan, President Trump's recent trip to Japan ended without any progress on securing market access for U.S. table-stock potatoes. Japan still imposes a 15 percent tariff, and despite years of negotiations, our growers remain locked out of a market worth roughly $150 million a year.

What specific steps will you take to reopen negotiations and finally deliver full access for Colorado's potato growers?

Answer: Securing market access for U.S. fresh table stock potatoes to Japan is a high priority for this Administration. If confirmed, I will continue to press Japan to resolve this issue in a timely and science-based manner.

<u>Questions for the Record submitted to Julie Callahan from Senator Cortez Masto.</u>

Question 1: Through the first seven months of this year, the U.S. agricultural trade deficit reached its highest level in our nation's history. Is it a goal of the administration to decrease or eliminate the agricultural trade deficit, and if so, do you intend to set tangible, time-bound targets for achieving this goal?

Answer: On April 2, the President imposed historic global reciprocal tariffs to address the national emergency posed by our large and persistent trade deficit, which is driven by the absence of reciprocity in our trade relationships and other harmful policies perpetuated by other countries. If confirmed, I will work to reverse the United States' large and growing agricultural trade deficit, a deficit exacerbated by four years of Biden Administration trade policies that ignored the necessity to negotiate market access agreements with trading partners and led to a dramatic decrease in the competitiveness of U.S. agriculture in foreign markets.

Question 2: President Trump has imposed tariffs on imports of critical inputs that farmers need to produce crops, including fertilizer, herbicides, pesticides, farm machinery, and tractors. Do you believe that the administration's tariffs on these critical inputs make American farmers and ranchers more competitive in global markets? If so, please explain how.

Answer: As noted, the President imposed the reciprocal tariffs to address the national emergency posed by our large and persistent trade deficit. The "Potential Tariff Adjustments for Aligned Partners" (PTAAP) list contains products, including agricultural products not grown in sufficient quantity in the United States due to U.S. climate and geography (such as coffee, spices, tropical fruits, etc.), for which the President may be willing to apply only the Most-Favored-Nation (MFN) tariff upon the conclusion of an agreement on reciprocal trade. Agricultural goods on the PTAAP list include high value cash crops that are important export commodities for many of the countries with which USTR is currently negotiating agreements on reciprocal trade, and serve as important leverage in securing high value deals for American farmers and ranchers. The Malaysia and Cambodia agreements signed on October 26 offer significant agricultural market access and reduction of non-tariff barriers for American goods entering these markets, and are emblematic of the ambition that I will be seeking in future deals, if confirmed as the Chief Agricultural Negotiator.

<u>Questions for the Record submitted to Julie Callahan from Senator Warren.</u>

Question 1: Will you commit to recuse yourself from all particular matters involving your former clients or employers for at least four years?

Answer: I will follow all ethics rules and regulations required by law.

Question 2: Will you commit not to seek employment or board membership with, or another form of compensation from, a company that you regulate or otherwise interact with while in government, for at least four years after leaving office?

Answer: I will follow all ethics rules and regulations required by law.

Question 3: Will you commit not to lobby the Office of the U.S. Trade Representative — including work as an informal "shadow lobbyist" — for at least four years after leaving office?

Answer: I will follow all ethics rules and regulations required by law.

Question 4: U.S. farmers depend heavily on fertilizer imports to support their businesses. Given President Trump's hectic tariff regime, how will you ensure these tariffs insulate farmers from increased costs for fertilizer?

Answer: Increasing market access for U.S. agricultural goods, and advocating for American farmers and ranchers will always be my top priority. If confirmed I will work with others in the

Administration, as appropriate, to ensure that American farmers and ranchers have the tools they need to maintain competitiveness in domestic and international markets.

Question 5: Corn, wheat, and soybean farmers are projected to lose billions of dollars in lost revenue, ranging from $8.5 billion to $20 billion, because of President Trump's trade war. How will you work to protect these farmers from this loss?

Answer: If confirmed I will negotiate trade deals to eliminate tariff and non-tariff barriers that prevent American farmers and ranchers from fully accessing markets around the world. Further, I will work with Congress, cleared advisors and other stakeholders, and with the others in the Administration, as appropriate, to ensure that American farmers and ranchers have the tools to maintain competitiveness in the domestic market and markets worldwide.

Question 6: On Thursday, October 30, Treasury Secretary Bessent announced that China will purchase 12 million metric tons of U.S. soybeans this year and 25 million metric tons each year for the next three years. How will you work with the Treasury Department and the Department of Agriculture to ensure that China delivers on their promises to purchase U.S. soybeans?

Answer: If confirmed, I will coordinate closely with my colleagues at the Treasury Department and Department of Agriculture to hold China accountable for its purchase commitments for U.S. soybeans.

Question 7: Beyond holding China accountable to its soybean purchase commitments, what specific strategies will you pursue with the Department of Agriculture to diversify U.S. soybean export markets? Which countries or regions represent the most promising opportunities for new trade relationships, and how will you work to develop these markets to strengthen economic security for American farmers?

Answer: USTR is currently pursing negotiations with multiple trading partners in an effort to expand U.S. soybean export market opportunities by eliminating tariff and non-tariff barriers and securing purchase commitments. If confirmed, I will continue to fight for the interests of American soybean farmers in these negotiations.

Question 8: U.S. soybean exports to China dropped to zero in June 2025, with China making no purchases of American soybeans until the week of October 27, 2025. During this nearly five-month pause, China redirected its soybean purchases to Argentina and Brazil. Did China's increased imports from Argentina reduce its available capacity to purchase U.S. soybeans during the American harvest season?

Answer: We fully expect China to meet its recent commitments to purchase U.S. soybeans. A number of factors impact China's capacity to import U.S. soybeans, including state stockpiling and standards for the mix of soy in animal feed, providing China flexibility to increase demand. Furthermore, the prominent role that state-owned-enterprises play in China's agricultural sector allows Beijing to direct purchases independently from market demand.

Question 9: The Trump administration announced a plan to increase the quota on beef imported from Argentina. How will this deal impact small- and mid-size cattle ranchers who are already struggling to compete with the four largest meat-packing corporations in the U.S.?

Answer: If confirmed, I will work to ensure that any decision of the Administration regarding beef imports would be in such a way that it will not harm U.S. cattle ranchers, including small- and mid-size cattle ranchers.

Question 10: How will you work with the Trump administration to lower beef prices without harming small- and mid-size cattle ranchers?

Answer: If confirmed, I will coordinate closely with colleagues in the Administration to ensure that domestic policies benefit farmers and ranchers of all sizes.

Question 11: American farmers depend on strong trading relationships with Mexico and Canada. Currently, agricultural trade with these two countries is subject to the United States-Mexico-Canada Agreement (USMCA). There are ongoing concerns that President Trump wants to renegotiate the terms of USMCA. How will you work to ensure American farmers' interests are protected in any USMCA negotiations?

Answer: If confirmed, I will use the USMCA joint review to ensure the agreement remains in the interest of American farmers, ranchers, and workers. USTR is in the process of reviewing comments from stakeholders, including agricultural stakeholders, which will inform USTR's approach to the joint review. Any improvements to the USMCA will reflect input from Congress and agricultural stakeholders. I cannot prejudge the outcome of the review process, but meaningful market access for U.S. agricultural commodities is paramount. I will always work to make sure our Trade Agreements work in the best interests of American farmers and ranchers.

Question 12: Congress and the American people deserve the right to weigh in on important trade negotiations. The Office of the United States Trade Representative should publish draft text for any trade agreement negotiated through those negotiations, solicit public comments with respect to those negotiations, and hold a public hearing with respect to those negotiations not less frequently than once every quarter or once every negotiating round, whichever occurs first, while those negotiations are ongoing. Will you commit to publish draft text and solicit public comment for trade agreements while you are in office?

Answer: I am committed to ensuring that U.S. trade policy and trade negotiating objectives adequately reflect U.S. public and private sector interests. If confirmed, I commit to consulting on negotiating texts related to agriculture, and the status of ongoing agricultural negotiations, with Congress, through USTR's Committees of Jurisdiction, with cleared advisors serving on the Agricultural Policy Advisory Committee and Agricultural Technical Advisory Committees, and with other U.S. federal government agencies through the Trade Policy Staff Committee.

Question 13: Has a member of your family currently or ever been a member, founder, or investor of the "Executive Branch" social club? If so, please provide their name and role related to the club.

Answer: No

Question 14: Has a member of your family ever visited the “Executive Branch” social club or attended an event at the club? If so, please provide the date, circumstances of the visit, and the event.

Answer: No

Question 15: Have you had any meetings at the “Executive Branch” social club? If so, what were these meetings about and with whom?

Answer: No

Question 16: Has a member of your family had any meetings at the “Executive Branch” social club? If so, which family member(s), what were these meetings about, and with whom were these meetings?

Answer: No

Question 17: Have you encouraged anyone to join the club or promote the club in any other way? If so, in what ways did you promote the club?

Answer: No

Question 18: Has a member of your family encouraged anyone to join the club or promote the club in any other way? If so, which family member(s) and in what ways did they promote the club?

Answer: No

Question 19: Will you receive any advisor fees, consulting fees, bonuses, or other payments after the date of your confirmation?

Answer: I will follow all ethics rules and regulations required by law.

Question 20: What steps will you take to divest from any financial interests or recuse from any issues that you have a personal interest in?

Answer: I will follow all ethics rules and regulations required by law.

Questions for the Record submitted to Julie Callahan from Senator Warnock.

1. I was proud to work in a bipartisan manner to increase access to India’s market for Georgia pecan farmers, however, they are still facing non-tariff barriers. Similarly, the European Union imposes high trade barriers for Georgia peanut farmers.

a. In the last nine months, what progress has been made in resolving these non-tariff barriers for Georgia farmers?
b. If confirmed, how will you build on that work?
c. Will you commit to keeping me updated on your progress with addressing these non-tariff barriers?

Answer: In the last nine months, USTR's engagements with trading partners have removed trade barriers for Georgia-grown products in countries like Malaysia and Cambodia, and provided a framework to address further technical issues with other trading partners. In July, the European Union committed to work together to address non-tariff barriers affecting trade in food and agricultural products. I also understand that India has received the U.S. pecan industry's request to export in-shell pecans. If confirmed, I will work to open new markets and address tariff and non-tariff trade barriers that affect American farmers, including Georgia farmers. I intend to work collaboratively and transparently with the Committee and its staff on trade related issues, and I commit to keeping you and the Committee apprised of progress on these important issues.

2. Georgia's fruit and vegetable farmers have been decimated by seasonal dumping of cheap, foreign-grown fruits and vegetables during the U.S. growing season from Mexico and other South American countries. Similarly, Georgia shrimpers are struggling to compete with cheap imports. Georgia's farmers and fishers need a level playing field to compete.
    a. If confirmed, how do you plan to address seasonal dumping for Georgia's fruit and vegetable farmers?

Answer: I am committed to exploring all tools to determine the appropriate path toward addressing the real challenges faced by American producers of seasonal and perishable produce, including farmers in Georgia. I will always work to make sure our trade agreements work in the best interests of American farmers, ranchers, and fishers, and I am committed to ensuring that American producers can compete on a level playing field in the domestic market and in international markets.

b. Will you commit to working to address this disparity during the upcoming review of the United States-Mexico-Canada Agreement (USMCA)?

Answer: If confirmed, I will ensure concerns regarding fruit and vegetable imports from Mexico are included in the USMCA joint review. I cannot prejudge the outcome of the review process, but meaningful market access and fair treatment for U.S. agricultural commodities is paramount. Further, I will consult with Congress and engage with stakeholders on this important issue.

c. If confirmed, how do you plan to address dumping for Georgia's shrimpers?

Answer: Foreign seafood exporters have long engaged in practices that undermine U.S. fisheries and domestic seafood processors. The United States currently maintains eight active trade remedy orders, five antidumping duty orders, and three countervailing duty orders on imports of shrimp from China, Ecuador, India, Indonesia, Thailand, and Vietnam. If confirmed, I will work to ensure that foreign shrimp producers do not undermine U.S. domestic fishers and seafood processors or circumvent the current measures in place to address cheap imports of shrimp.

d. Will you commit to keeping me updated on your progress with addressing these dumping issues?

Answer: Yes, I commit to keeping you updated on our progress on this important issue. Issues regarding dumping are primarily the purview of the U.S. Department of Commerce. If confirmed, I will work with the Commerce Department to ensure that any remedial action that needs to be taken with regard to this issue is coordinated.