

Statement of Gregory F. Doud
Before the U.S. Senate Committee on Finance
October 5, 2017

Chairman Hatch, Ranking Member Wyden, Members of the Senate Finance Committee, thank you for welcoming me here today. I am honored to be considered by this Committee as President Trump's nominee to be Chief Agricultural Negotiator in the Office of the United States Trade Representative.

I would first like to recognize my wife, Pennye, our children Abby and Aidan, and my parents, Eldon & JoAnn Doud from Mankato, Kansas. I am grateful for Pennye's willingness to allow me this opportunity to serve our country and its farmers and ranchers in this capacity.

Growing up on the farm in Kansas, I have vivid memories of the economic difficulties that followed the decision to embargo U.S. sales of wheat to the Soviet Union. After graduate school, I jumped at the opportunity to work for US Wheat Associates, which immediately exposed me to the multitude and complexity of challenges that we face in selling our wheat overseas.

As Chief Economist of the National Cattlemen's Beef Association I spent each day for over seven years coordinating industry efforts with USTR, USDA and even our State Department as we slowly rebuilt our beef exports, from virtually scratch, in the aftermath of the single BSE cow that stole the Christmas of 2003. While in this role I also served as a "cleared advisor" and later Chairman of the USDA/USTR Animal and Animal Products Agricultural Trade Advisory Committee (ATAC). This was during an extremely active period when trade agreements with Australia, Bahrain, Colombia, CAFTA, South Korea, Morocco, Panama and Peru were negotiated.

America's farmers and ranchers understand that their future and their new wealth, as Thomas Jefferson would put it, depends upon the ability to export the food and fiber they grow to the 95% of the world's population that lives outside the United States. They also understand, as do I, that these efforts can take years to accomplish and require a unique combination of strategy and relationship building.

I have spent the vast majority of my career involved in wheat, soybean and beef export market development efforts in addition to serving as Senior Professional Staff on the Senate Agriculture Committee responsible for trade matters. If confirmed, I would consider it an honor and privilege to join Ambassador Lighthizer and the team at USTR, which are dedicated to creating new opportunities for U.S. agriculture and, of course, maintain existing relationships.

As I have discussed with Ambassador Lighthizer, when it comes to trade agreements, U.S. agriculture plays offense. Our nation's farmers and ranchers grow world class products, and should be able to export to any market in the world and be competitive. If confirmed as Chief Agriculture Negotiator, I will work to reduce barriers to U.S. agriculture and secure greater market access for American farmers and ranchers.

One area where work is needed is Japan. We are at a particularly critical juncture in terms of our competitiveness for U.S. meat exports into Japan. Failure to address this situation immediately does not bode well for our fiercely competitive and rapidly expanding production of beef, pork and poultry. In fact, this is not only true for Japan but for all Southeast Asia as well.

Keeping in mind that the evolution of more liberalized trade in agricultural products takes a great deal of patience, we must also get started today in planting new trees of market access even though it may take time before we're able to enjoy some shade from such efforts. In this category, India certainly comes to mind as a place, which, before long, could grow to be the most heavily populated nation on the planet.

If confirmed, I look forward to working with Ambassador Lighthizer, and the stellar team of professionals at USTR to expand markets for U.S. agriculture. I also look forward to working closely with USDA's new Undersecretary for Trade to make sure that agriculture always has a voice when it comes to the nearly \$140 billion portfolio that is U.S. agricultural exports.

I look forward to working with you Chairman Hatch, Ranking member Wyden and the members of this Committee to drive a strategy consistent with the objectives of Trade Promotion Authority toward reality.

Most importantly, I thank the President for this opportunity and the Committee for considering my nomination. I am happy to answer any questions.