



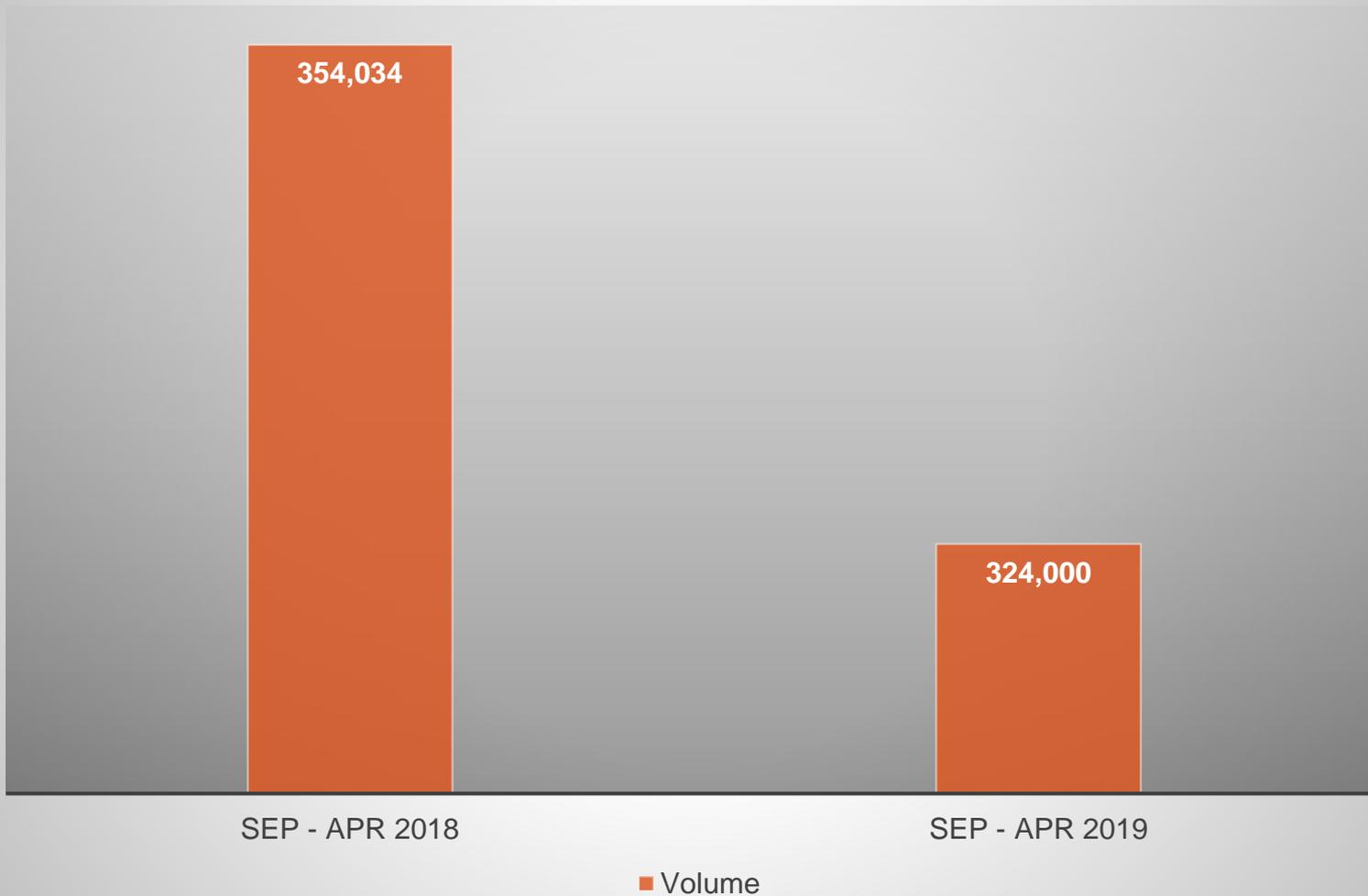
US DRY BEAN
Council

**TURNING
CHALLENGES INTO
OPPORTUNITIES**

**REBECCA BRATTER
EXECUTIVE DIRECTOR**

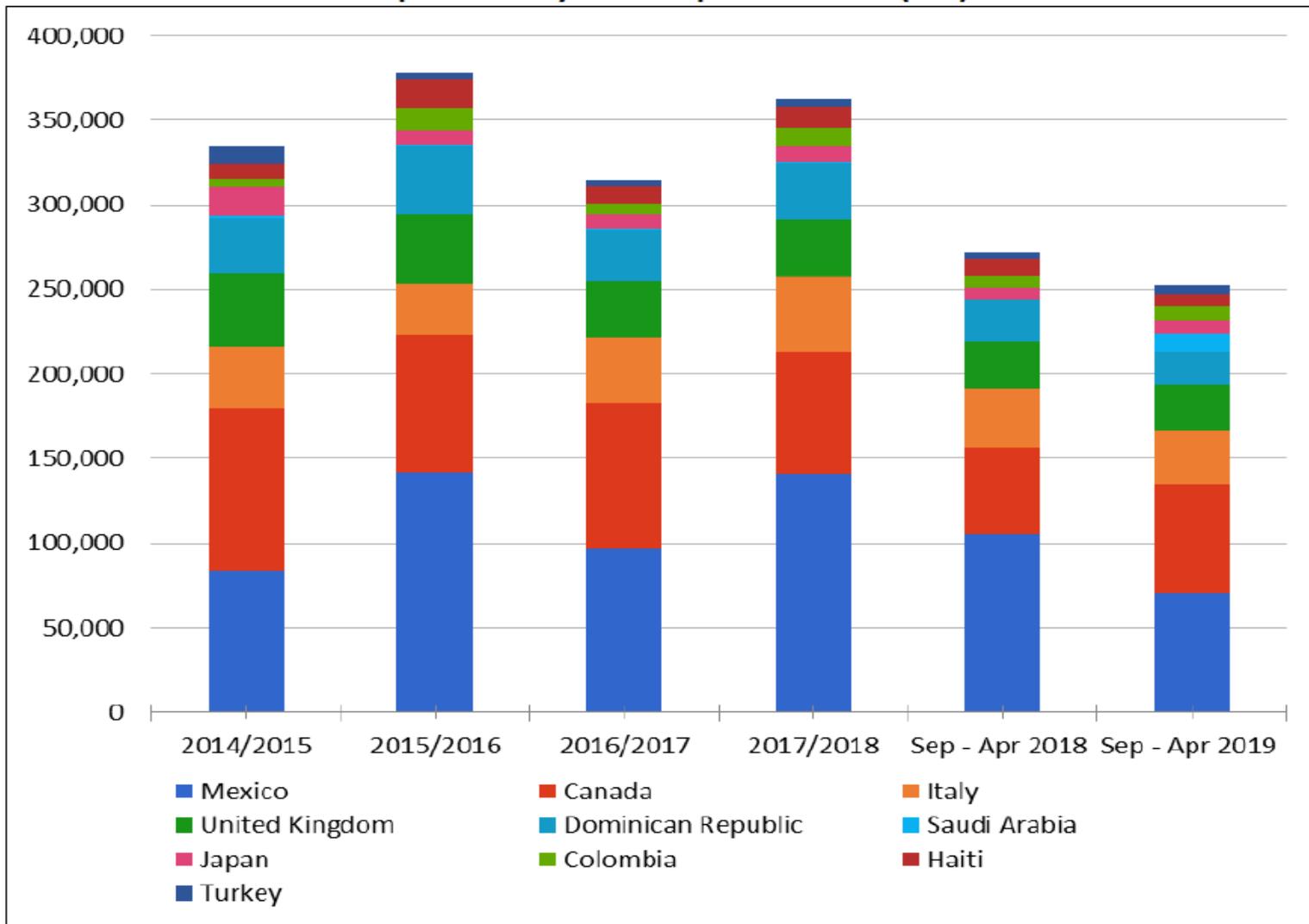
TOTAL GLOBAL DRY BEAN EXPORTS TO DATE

Volume



EXPORTS TO TOP TEN

Top-10 US Dry Bean Export Markets (MT)



Source: USDA FAS GATS

BIGGEST CHALLENGES 2019

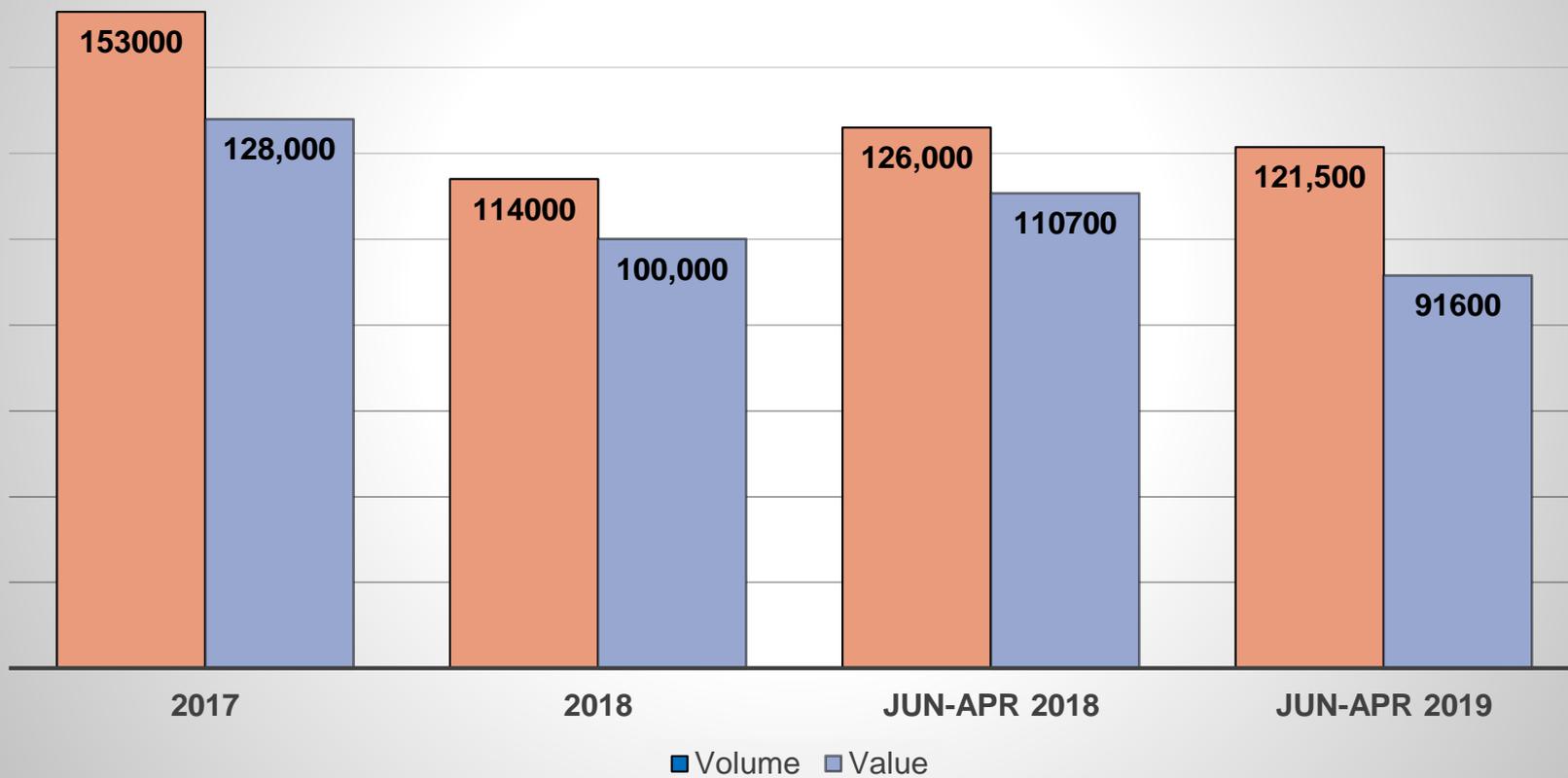
US/EU TRADE TENSIONS

SIAL
INSPIRE FOOD BUSINESS
21-25 OCTOBER 2018
PARIS NORD VILLEPINTE - PARIS

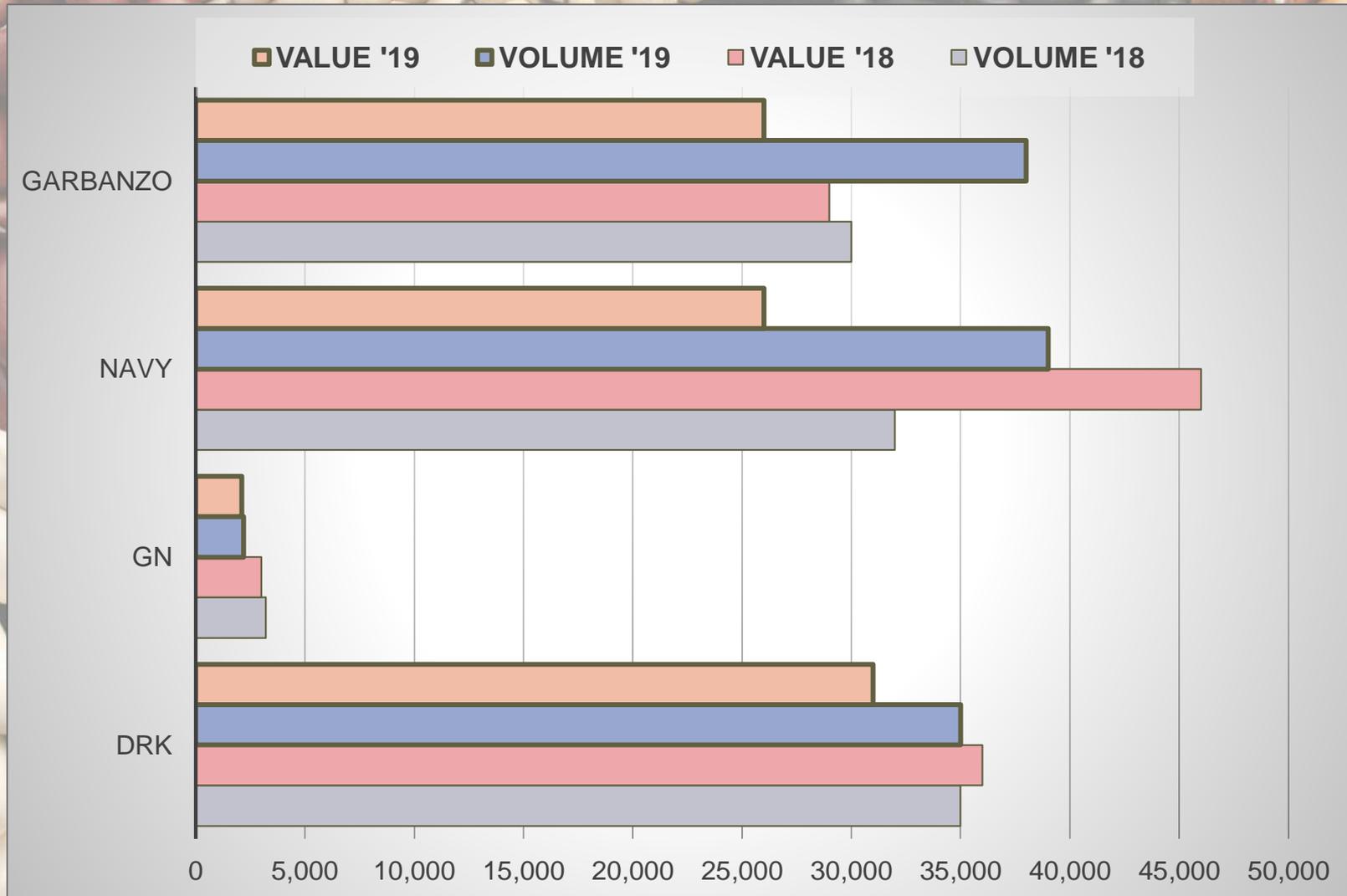


IMPACT ON EXPORTS

Volume vs Value 2017-2019



IMPACT ON SPECIFIC BEANS



STATUS OF US/EU TRADE TALKS

US-European Trade Talks Stall - Atlantic Council

<https://www.atlanticcouncil.org/blogs/new-atlanticist/us-european-trade-talks-stall> ▼

Jun 7, 2019 - **US-European Trade Talks Stall**. ... The **European Union (EU)** and the United States have, over the decades, built the world's most deeply integrated economic, **trade**, and investment relationship. Annually, the United States exports around \$575 billion in goods and services to the **EU**, and imports approximately \$684 billion.

US-EU Trade Talks May Be Doomed Before They Even Start | Fortune

<https://fortune.com/2019/05/07/us-eu-trade-talks-agriculture/> ▼

May 7, 2019 - **U.S.** and **EU** trade negotiators are meeting this week in Washington, ... The biggest problem facing the fresh **trade negotiations** is that of food.

EU-US TRADE TALKS | Legislative train schedule | European ...

www.europarl.europa.eu/legislative-train/theme-a...trade.../file-eu-us-trade-talks ▼

Meanwhile in January 2019 the United States Trade Representative (USTR) published negotiating objectives for **US-EU trade negotiations**. The US objectives ...

United States - Trade - European Commission

ec.europa.eu › Home › Trade › Policy › Countries and regions ▼

May 7, 2019 - Either the **EU** or the **US** is the largest **trade** and investment partner for almost all other countries in the global economy. The **EU** and the **US** ...

It's 'complicated to negotiate with the EU', Wilbur Ross says - CNBC.com

<https://www.cnbc.com/.../its-complicated-to-negotiate-with-the-eu-wilbur-ross-says.ht...> ▼

Jun 17, 2019 - The United States is finding it difficult to **negotiate trade** with the **European Union, U.S.** Commerce Secretary Wilbur Ross told CNBC Monday.

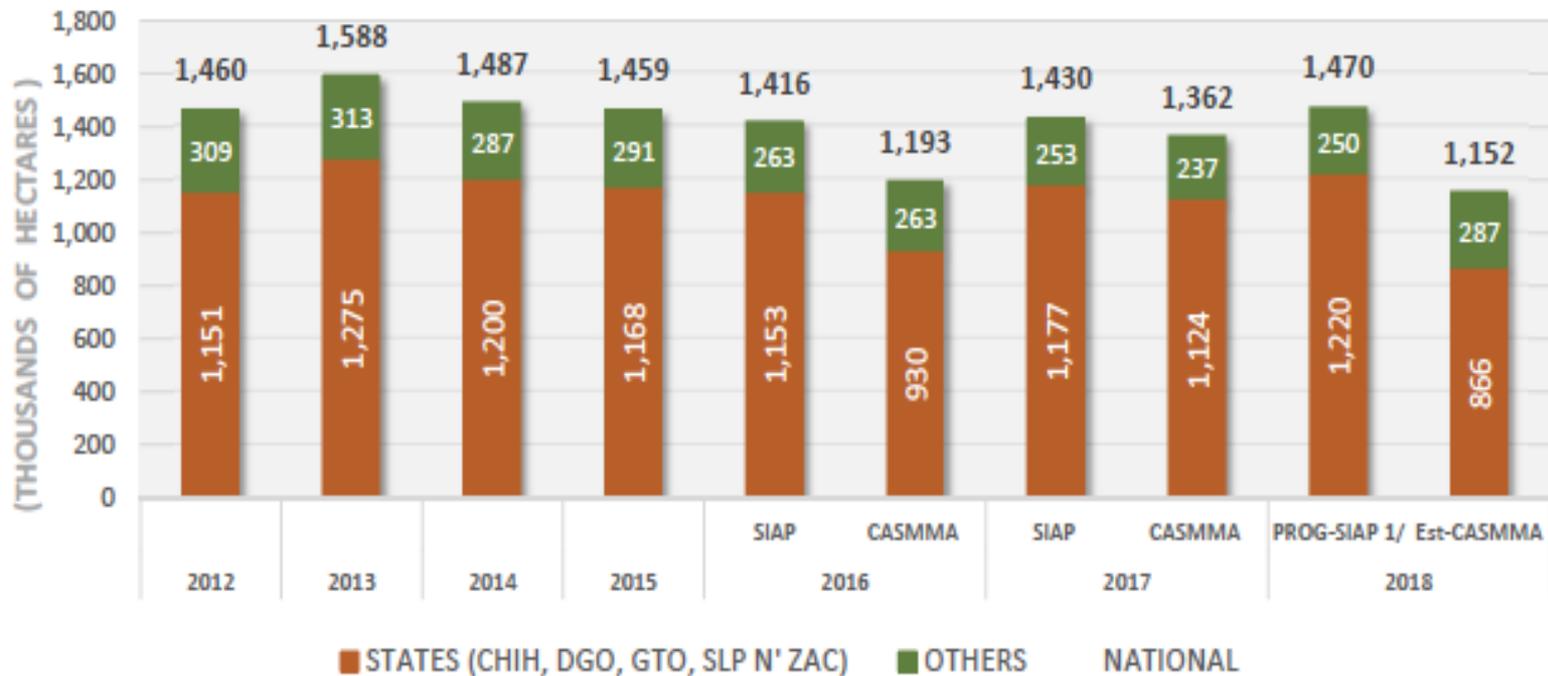
EU backs start of trade talks with US | News | DW | 15.04.2019

<https://www.dw.com/en/eu-backs-start-of-trade-talks-with-us/a-48327245-0> ▼

The **European Union** can now begin **trade negotiations** with the United States after its member states

MEXICO - USMCA & DOMESTIC PRODUCTION

2012-2018 MEXICO'S DRY BEAN PLANTING - SPRING-SUMMER CYCLE



MEXICO – USMCA & DOMESTIC PRODUCTION

MEXICO'S DRY BEAN PRODUCTION ESTIMATES INCLUDING FALL-WINTER AND SPRING-SUMMER CYCLES / HISTORIC 2014-2017 / PROJECTIONS 2017-2018

CYCLE/STATE	DRY BEAN NATIONAL PRODUCTION (M.T.)						VARIATION 2018/2017 (%)		
	2014	2015	2016		2017		EST- SIAP 2018 ^{1/}	EST-SIAP 2018 /2017 SIAP	EST-SIAP 2018 /2017 CASMMA
			SIAP	CASMMA	SIAP	CASMMA			
SPRING-SUMMER									
Chihuahua	124,752	95,247	102,225	83,898	87,166	62,710	98,179	12.6	56.6
Durango	192,158	96,126	124,574	101,082	129,492	95,826	144,169	11.3	50.4
Guanajuato	55,738	53,036	52,300	53,661	46,676	50,709	57,334	22.8	13.1
San Luis Potosí	59,069	41,371	24,425	27,599	41,387	35,233	55,867	35.0	58.6
Zacatecas	355,882	233,033	386,690	266,796	400,356	325,390	405,404	1.3	24.6
Others	190,660	184,483	182,120	176,101	175,875	155,349	194,220	10.4	25.0
SUB-TOTAL	978,258	703,296	872,334	709,138	880,952	725,218	955,173	8.4	31.7
FALL-WINTER									
Sinaloa	161,520	84,578	95,497	84,578	157,720	116,086	173,266	9.9	49.3
Nayarit	54,623	26,551	51,344	51,344	60,109	60,107	79,255	31.9	31.9
Others	79,204	81,389	72,587	72,585	85,088	81,464	85,055	0.0	4.4
SUB-TOTAL	295,348	192,518	219,428	208,507	302,917	257,657	337,576	11.4	31.0
TOTAL	1,273,606	895,814	1,091,762	917,645	1,183,868	982,875	1,292,749	9.2	31.5

Cassma: Consultant

Siap: Agri Food and Fishery Information Service
1/Preliminary production FW 2017/2018 closure and
SS-2018 (SIAP) Programmed Production

MEXICO GLIMPSE OF 2019

APRIL 30TH, 2019 UPDATE 5Y PLANTING-PRODUCTION BEHAVIOR					
SPRING-SUMMER	PROGRAMMED PLANTING AREA HECTARES				
MEXICO BEAN CROP	2015	2016	2017	2018	2019 INTENTION
Zacatecas	608,288	622,082	629,563	658,501	662,527
Durango	254,676	253,974	246,789	250,324	253,039
Chihuahua	133,013	129,151	129,177	119,750	109,201
Chiapas	74,055	73,200	73,432	70,602	72,746
San Luis Potosi	115,626	128,837	118,475	116,317	115,267
Guanajuato	89,209	80,958	77,569	75,319	69,958
Other States	229,325	239,894	210,274	179,223	182,720
Total	1,504,192	1,500,767	1,485,279	1,470,036	1,465,458
SPRING-SUMMER	PLANTED HECTARES				
MEXICO BEAN CROP	2015	2016	2017	2018	2019
Zacatecas	560,000	614,082	639,518	660,278	
Durango	246,000	244,686	245,415	220,336	
Chihuahua	125,000	123,059	112,556	98,578	
Chiapas	73,098	73,276	71,426	70,071	
San Luis Potosi	116,000	97,029	110,144	113,627	
Guanajuato	82,000	74,153	65,436	70,112	
Other States	236,595	189,978	183,981	169,027	
Total	1,438,693	1,416,263	1,428,476	1,402,029	
SPRING-SUMMER	PRODUCTION MT				
MEXICO BEAN CROP	2015	2016	2017	2018	2019 expected production
Zacatecas	290,213	387,824	400,886	421,773	406,348
Durango	111,878	124,606	129,372	101,231	126,648
Chihuahua	95,247	101,982	87,548	85,538	99,328
Chiapas	35,971	40,913	39,751	39,794	39,144
San Luis Potosi	41,371	24,220	41,328	28,017	46,303
Guanajuato	53,036	52,131	40,508	49,883	50,057
Other States	147,327	143,324	137,753	126,117	137,334
Total	775,043	875,000	877,146	852,353	905,162

SOURCE: SADER – SIAP

MEXICO BEAN IMPORT TRENDS

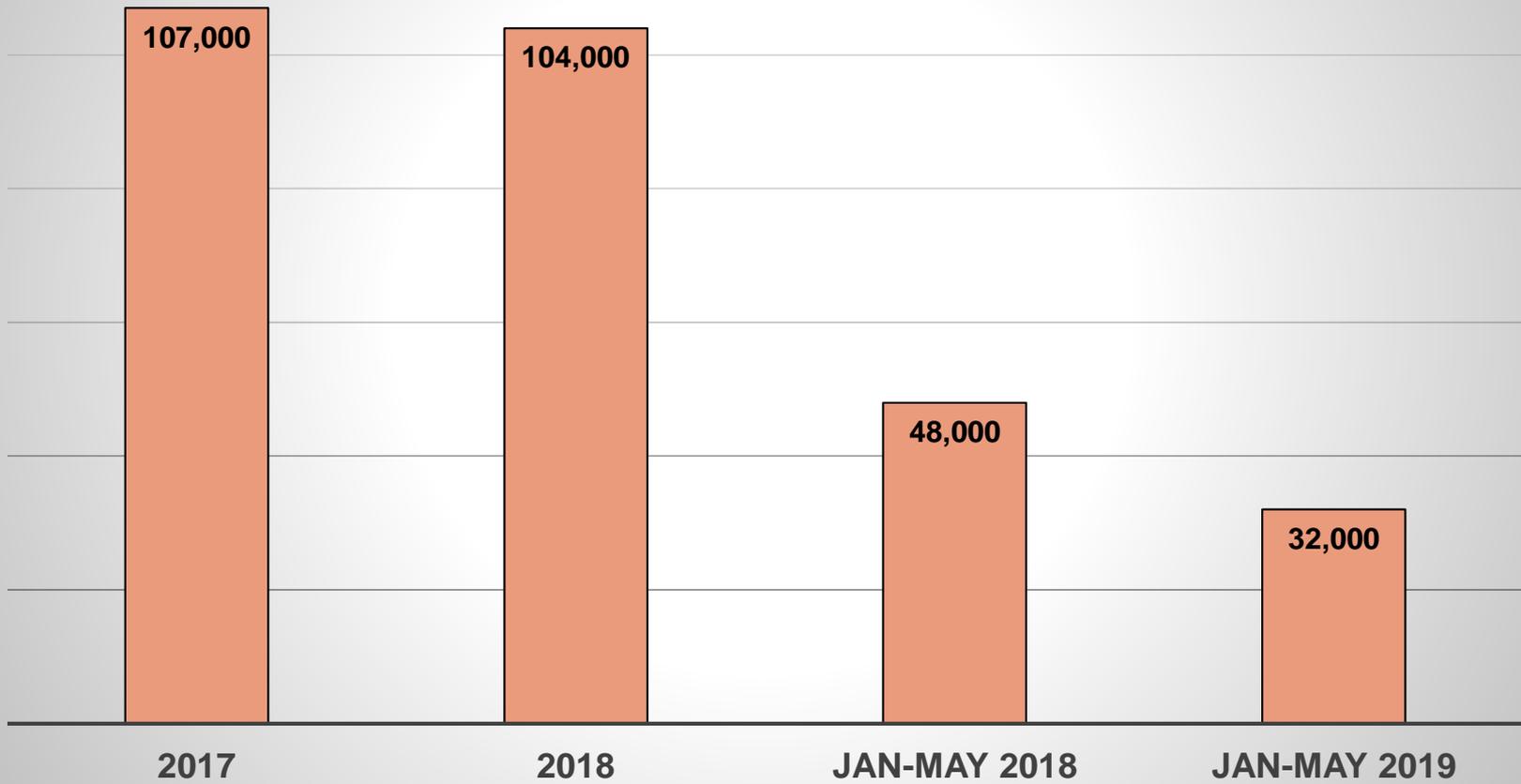
2019 January - May Mexico's Accumulated Dry Bean Definitive Imports - All Countries

DESCRIPTION	MEASURE UNIT	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	COMMERCIAL VALUE (USD)
White beans Except for planting	0713.33.02	Kg	CANADA		
White beans Except for planting	0713.33.02	Kg	USA	3,278,619.00	3,278
					\$2'357,509.00
					\$2'357,509
Black beans except for planting	0713.33.03	Kg	CANADA	3,941,338.00	3,941
Black beans except for planting	0713.33.03	Kg	USA	23,590,631.00	23,590
					\$3'204,342
					\$16'170,904
					\$19'375,046
The rest of the beans (pintos and other)	0713.33.99	Kg	CANADA	948,903	949
The rest of the beans (pintos and other)	0713.33.99	Kg	USA	13,157,250.00	13,157
					1'039,706
					\$9'963,083
					\$11'002,789
GRAND TOTAL			43,967,838.00	43,968	\$32'734,614

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE

MEXICO DRY BEAN IMPORTS

VOLUME IN METRIC TONS



PASSAGE OF USMCA

July 10, 2019

The Honorable Nancy Pelosi
Speaker of the House
U.S. House of Representatives
Washington, DC 20515

The Honorable Mitch McConnell
Majority Leader
U.S. Senate
Washington, DC 20510

The Honorable Kevin McCarthy
Minority Leader
U.S. House of Representatives
Washington, DC 20515

The Honorable Chuck Schumer
Minority Leader
U.S. Senate
Washington, DC 20510

Dear Speaker Pelosi, Leader McConnell, Leader McCarthy, Leader Schumer:

On behalf of America's 2.5 million farmers and all Americans involved in the food and agriculture supply chains -- we are writing to urge you to quickly pass the United States–Mexico–Canada Agreement (USMCA) signed by the three countries' leaders more than six months ago.

Each day without action on USMCA is another day of uncertainty for American farmers and our rural communities.

Each year, U.S. food and ag industries export \$20.5 billion in goods to Canada and \$18.6 billion to Mexico. Those dollars are what keep our farms and manufacturing facilities open. Those dollars are the backbone of our rural communities supporting Main Street USA.

CHINA TRADE WAR/DISPUTE

Top Markets for U.S. Agricultural Exports in 2017

Canada \$20.5 billion	Japan \$11.9 billion
China \$19.6 billion	European Union \$11.5 billion
Mexico \$18.6 billion	South Korea \$6.9 billion



Website: www.fas.usda.gov
Twitter: @USDAForeignAg

United States Department of Agriculture
Foreign Agricultural Service

Top Markets for U.S. Agricultural Exports in 2018

Canada \$20.7 billion	Japan \$12.9 billion
Mexico \$19.0 billion	China \$9.2 billion
European Union \$13.5 billion	South Korea \$8.3 billion



www.fas.usda.gov
@USDAForeignAg

United States Department of Agriculture
Foreign Agricultural Service 

CHINA DRY BEAN EXPORT OUTLOOK

China's Dry Bean Exports to South and Central America & Caribbean (MT)

	2014/2015	2015/2016	2016/2017	2017/2018	Sep 17 - May 18	Sep 18 - May 19	%Change
World	378,468	403,171	293,821	246,613	216,656	141,051	-34.9%
Cuba	10,150	27,294	46,000	30,000	30,000	25,000	-16.7%
Costa Rica	22,628	22,772	4,939	14,405	14,265	10,263	-28.1%
Venezuela	15,026	10,472	28,958	6,833	508	3,046	499.6%
Peru	5,124	9,564	1,000	4,333	4,093	2,524	-38.3%
Brazil	15,484	64,901	30,745	424	176	726	313.6%
Chile	877	2,015	170	455	455	441	-3.0%
Guinea	0	96	96	193	168	145	-13.7%
Panama	170	435	219	190	161	87	-46.0%
Guatemala	741	2,893	930	589	589	0	-100.0%
Haiti	1,424	1,149	348	124	100	0	-100.0%
El Salvador	4,510	4,620	0	0	0	0	0.0%
Colombia	2,326	5,176	0	1,309	1,188	0	-100.0%

Source: Global Trade Atlas

OTHER TRADE ISSUES

FULL TRADE AGREEMENT IMPLEMENTATION

DR-CAFTA Dry Bean Tariff Schedule for the DR, 2012-2020

	2012	2013	2014	2015	2016	2017	2018	2019	2020
TRQ Quantity, MT	11,900	12,480	13,040	13,600	14,160	14,720	15,280	15,840	unlimited
Over-Quota Duty	47.4%	41.5%	35.6%	29.6%	23.7%	17.8%	11.8%	5.9%	0%
Safeguard Trigger, MT	27,416	28,704	29,992	31,280	32,568	33,856	35,144	36,432	N/A
Over-Safeguard Duty	78.6%	77.1%	75.6%	74.1%	56.3%	53.4%	50.4%	47.4%	0%

TRADE MITIGATION PROGRAM

TRANCHE ONE

\$12 BILLION

\$10 billion in MFP

\$1.2 billion food purchase and distribution

\$200 million in Global Market Development

\$1.4 million to USDBC

TRANCHE TWO

\$16 BILLION

\$14.5 billion in MFP

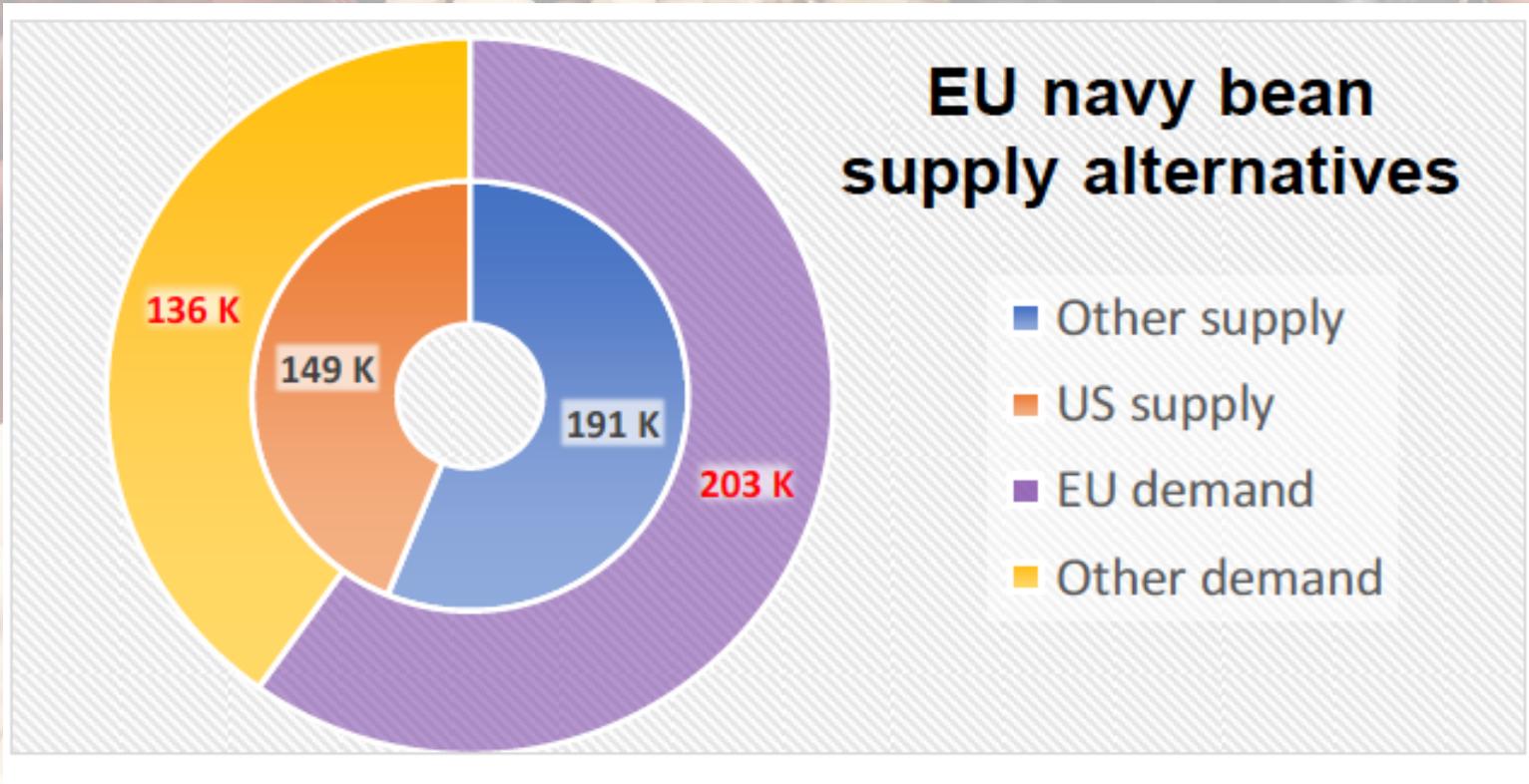
\$1.4 billion in food purchase

\$ 100 million in Global Market Development

\$615,000 to USDBC

USDBC RESPONSE - ADVOCACY

KEEPING UP IN THE EU



Source: Fairman International

ENHANCED TRADE POLICY AGENDA/PRESENCE



NEW MARKET SCOPING – UK POST BREXIT



TELEGRAPH.CO.UK

Boost for Boris Johnson as 10 Labour MPs say they will back no deal Brexit

NEW MARKET SCOPING – BACK TO BRAZIL - ANUFOOD



SOUTHEAST ASIA – VIBRANT AND GROWING – FOOD & HOTEL VIETNAM



STEPPING UP SOCIAL MEDIA - TURKEY



[Sağlık Beslenme](#) [Yemek Tarifleri](#) [USDBC Hakkında](#) [Ürünler](#)

Leziz Kuru Fasulye Tarifleri

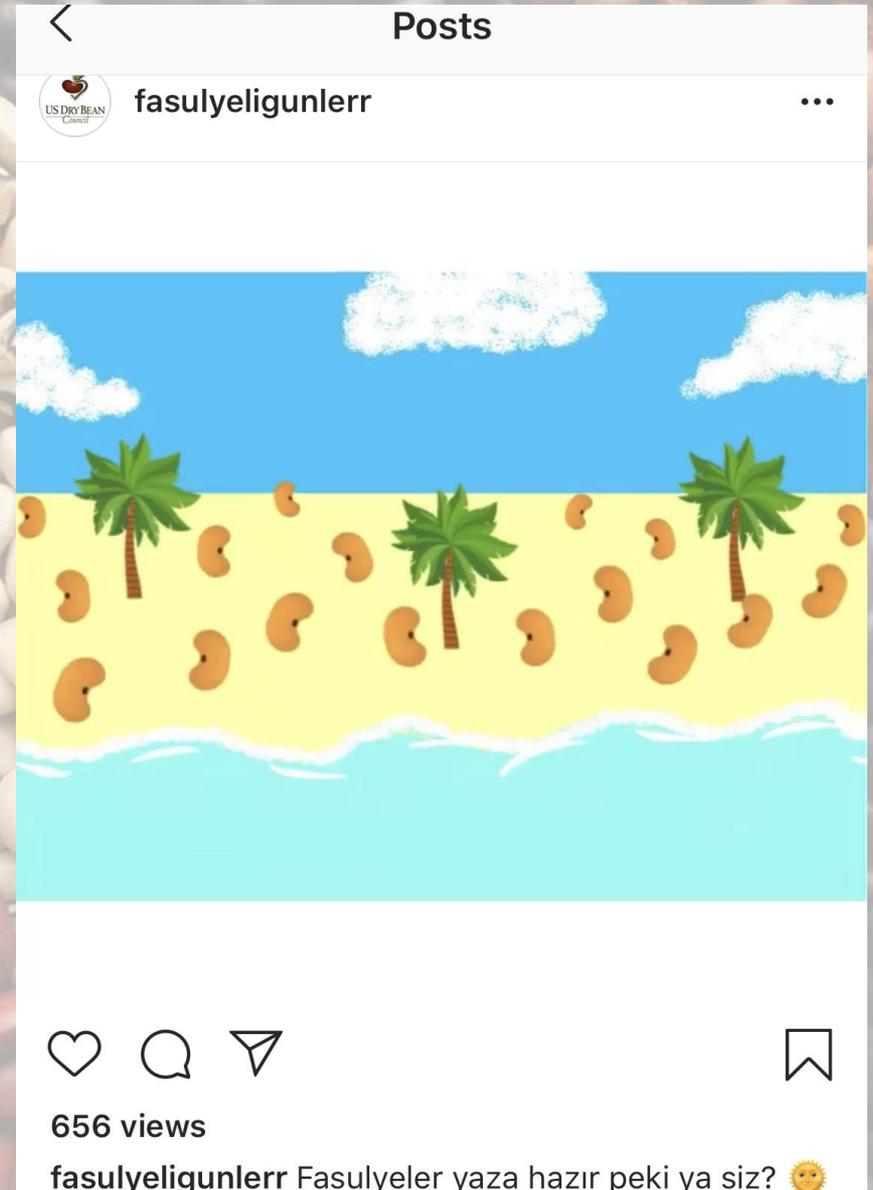
Türk ve Dünya Mutfağından Leziz Yemek Tarifleri

MUTFAĞIMIZA GÖZATIN

AFİYET OLSUN



STEPPING UP SOCIAL MEDIA – TURKEY



SOCIAL MEDIA - COLOMBIA



todoconfrijol
Medellín, Antioquia

**TODO
CON
FRIJOL**

Liked by ellen.levinson and 21 others

todoconfrijol ¡Atención #medellin! Pronto estaremos en un súper evento GRATUITO donde podrás aprender recetas innovadora. ¿Estás en... more



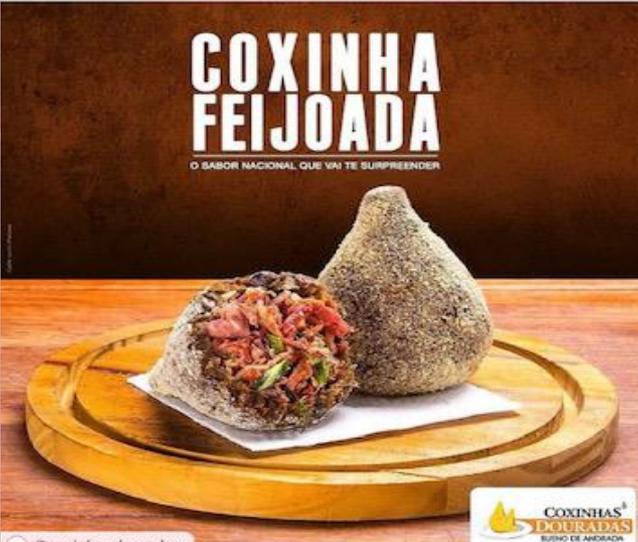
todoconfrijol

11 likes

todoconfrijol ¿Qué tal empezar tu próximo encuentro con amigos sirviéndoles estos deliciosos aperitivos a base de frijol?

SOCIAL MEDIA - BRAZIL

Posts



COXINHA FEIJOADA
O SABOR NACIONAL QUE VAI TE SURPREENDER

@coxinhasdouradas

Liked by **ibrafe_pulses** and 447 others

maisfeijao A felicidade plena. Alguém já experimentou ?
View all 17 comments

usdrybeans Are the beans in the coxinha or is the coxinha itself made from bean flour? Coxinha are one of my favorite Brazilian snacks.

maisfeijao @usdrybeans the coxinha is made of beans (feijoada) stuffed with pork meat and the other ingredients of feijoada 🤪

Posts



maisfeijao

Liked by **ibrafe_pulses** and 456 others

maisfeijao A vida é feita de escolhas difíceis... more
View all 10 comments
March 16 · See Translation

GLOBAL INITIATIVES

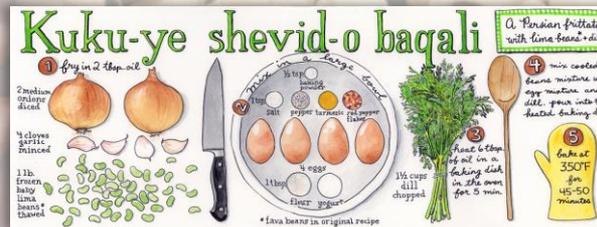


WORLD PULSES DAY 2020

“U.S. Beans Around the World” | Culinary Campaign



Global Culinary Influencers Campaign



They Draw and Cook Contest

The 10 Hottest Global Bean Recipes

posted: 3:51 PM, Dec 07, 2018 Updated: 7:36 PM, Feb 06, 2020
by: Brandpoint (BPT)

BPT) - People are going nuts for nuts due to their versatility, nutrition content and snackability, but where does the humble hazelnut rank among its nutty friends? If it wasn't on your radar before, here are five reasons hazelnuts are about to become your new favorite nut.

- Boasting a flavor like no other



COURT TV
PREMIERES MAY 8

Court TV pounds gavel again as all-tri channel is reborn

Syndicated Media

GLOBAL INITIATIVES – WORLD PULSES DAY 2020

PAGE

2. Explore the “Bean-efits” of U.S. Dry Beans | Nutrition Campaign



Retail Sampling with RDs



Nutrition Toolkit in 3+
Languages

GLOBAL APP

Download our



USDBC Directory App

- Connect with the USA Dry Bean Industry through our new App Directory.
- Find all the US Dry Bean Industry resources here: Exporter's Directory, Bean Varieties, Nutritional Information.
- Keep informed with our industry news and events at the click of a button on a regular basis.
- Download from the Apple or Android Platform at no cost.

available on

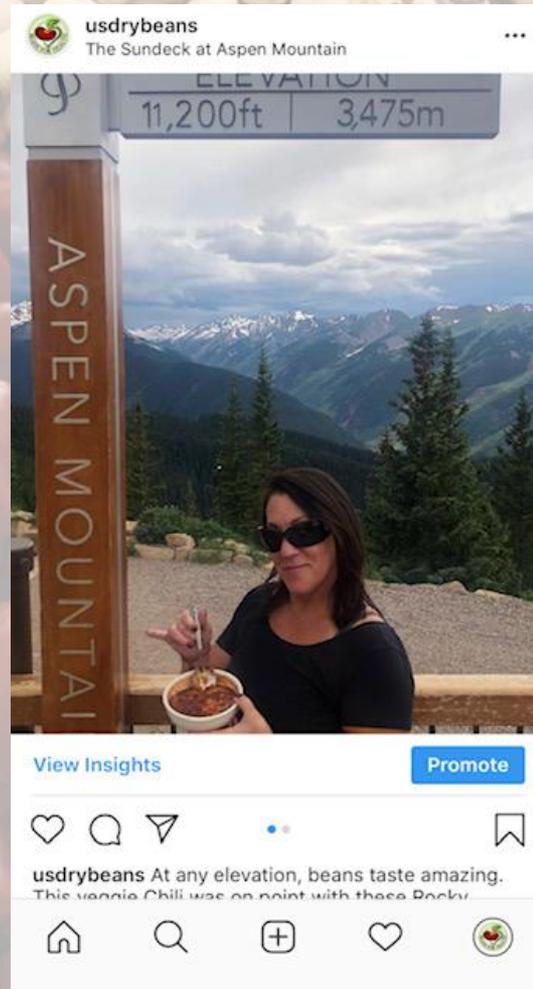


GLOBAL BUYERS CONFERENCE



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**FOR MORE INFORMATION PLEASE REACH
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REBECCA@USDRIYBEANS.COM

OR GO TO:

WWW.USDRIYBEANS.COM

THANK YOU