



U.S. Dairy's Bright Future DEPENDS ON TRADE

Exports play an indispensable role in supporting both America's dairy farmers and dairy processing manufacturing jobs across the nation. With the global demand for dairy expected to continue to grow, it's more important now than ever for the U.S. to negotiate an even playing field for American-made exports to compete in international markets.

17%



In 2023, America's dairy industry exported over **\$8.1 billion** in dairy products overseas, equivalent to **17% of total U.S. milk production.**

Unfortunately, U.S. dairy competitors in Europe, Australia and New Zealand have been successfully negotiating trade agreements to give their producers advantages over American-made products.

American workers are relying on Congress and the Administration to work together to pursue new dairy market access opportunities, dismantle trade barriers, and improve supply chain operations.

Free trade agreements open new doors for U.S. dairy. They support 26,000+ American dairy farms and millions of other workers along the supply chain. These jobs depend on a fair trade rules and level playing field.

62%

62% of U.S. dairy exports by value are to markets with a Free Trade Agreement

Moving forward, USDEC and NMPF strongly urge the pursuit of comprehensive trade agreements - particularly with key dairy-importing markets such as the United Kingdom, Southeast Asia and the Middle East.

At a minimum, the U.S. must maximize the use of the Indo-Pacific Economic Framework (IPEF) and Trade & Investment Framework Agreements (TIFAs) to address foreign tariff and nontariff trade barriers, namely common name protections, facility listing, and dairy certification.



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Before NAFTA was implemented in 1993, the US exported \$638 million worth of dairy products. In 2023, the US exported more than \$8 billion of dairy products, equivalent to approximately 17% of domestic milk production.



CUMULATIVE SALES TO FTA PARTNERS SINCE IMPLEMENTATION OF THE TRADE DEAL DIRECTLY TRANSLATE TO

\$45 BILLION IN FARMER REVENUE.



In 2023, dairy product exports to countries with which the United States has a Free Trade Agreement totaled \$5 billion.

To build upon this success, the US must:

Enforce hard-won gains under existing FTAs, particularly the United States-Mexico-Canada Agreement (USMCA)

Negotiate comprehensive trade agreements that address tariff and nontariff barriers to dairy trade.

Prioritize trade deals most likely to yield net positive benefits for dairy and agriculture, such as with the United Kingdom and key markets in Asia

Take a proactive approach to combat non-tariff trade barriers such as unscientific import requirements and burdensome regulatory mandates of the European Union's attempt to monopolize common cheese terms.