



## Outreach September 20, 2019

Thank you for your membership in and work with NAEGA

### Graphic of the Week

#### Meet NAEGA's New Staff Members

Patrick Hayden, Director of Operations



Patrick Hayden has recently returned to NAEGA as Director of Operations, a position he previously held from 2007-2013.

Following his first tenure at NAEGA, Patrick spent 4 years as Director of Policy Advocacy for Food & Agriculture and Retail trade at the U.S.-India Business Council (USIBC). While at USIBC, Patrick led three missions to India designed to strengthen the food and agricultural trade ties between the U.S. and India.

He has presented on Indian Agriculture issues at the Eisenhower School for National Security and Resource Strategy and been a consultant to the U.S. agriculture industry on Indian agricultural policy and practice. He has worked closely with the U.S. Departments of Agriculture, Commerce and State.

Patrick holds a Master of Arts Degree in Political Management from The George Washington University in Washington, D.C and a Bachelor of Arts from Indiana University, where he double-majored in Political Science and History.

Sydney Sousa, Director of Services



Sydney Sousa is NAEGA's Director of Services. Sydney graduated summa cum laude with a degree in history from Georgetown University. As a member of the honors program, she authored a senior thesis titled, Perception and Actuality: Migrant Education in California's Kern County 1935-1939. Her article, Voices Not Heard at Home, was published in the Activist History Review in April 2019.

She was raised in California's Central Valley, nestled between San Francisco and Los Angeles. The valley's fertile land is home to California's agricultural industry, which played a significant role in her upbringing. She grew up on her family's third generation dairy farm and is a former FFA member. Sydney served as a State FFA Officer from 2015-2016 as the California FFA State Vice President. Prior to NAEGA, she conducted research on rural poverty at Stanford University.

## Action Reports

### ***Recent Actions:***

- NAEGA Board of Directors Meeting
- Clause 20 Certification
- Taiwan Goodwill Mission

### ***Pending Actions***

- Request for Comments on U.S. Bioeconomy
- IPPC Draft ISPMs
- IPPC ePhyto Case Studies
- Contracts and Best Practices Seminars – Your advice requested

### ***Upcoming Actions***

- Contracts Committee Sponsored Travel for Arbitrators – U.S. Session Scheduled!

## Member Opportunities

- Portland NAEGA Contract Seminar – October 24, 2019 – Register Now!
- Tokyo NAEGA Contract Seminar and Reception – Register Now!
- 2019 U.S. OFAC Symposium
- Asia-Pacific Policy Teams

## News:

- China-U.S. Trade Developments
- U.S.-Japan Trade Agreement

## NAEGA Calendar and Member Notices

- Upcoming events and notices to members

## **Action Reports**

### ***Recent Actions:***

#### **NAEGA Board of Directors Meeting**

The NAEGA Board of Directors met in Arlington, VA on September 11, 2019. The Board welcomed NAEGA's new staff members, Patrick Hayden & Sydnie Sousa, heard reports from the IGTC Secretariat, the Grades and Inspections, Contracts and Production Technology Committee. The Board discussed the ongoing IGTC transition, NAEGA programming and financial planning for the remainder of 2019. Randy Gordan of the National Grain & Feed Association spoke to the Board about NGFA initiatives. The Board also approved minutes from its May 29, 2019 meeting. Finally, the Board welcomed Dan Whitley, Association Administrator of USDA's Foreign Agricultural Service (FAS), who gave his perspective on U.S. agricultural trade. Minutes from this meeting will be available soon.

### **Clause 20 Certification**

On September 6, NAEGA provided a Clause 20 certification. The NAEGA certification followed the recommendation of a NAEGA volunteer Clause 20 panel. A valid cause, related to the prevention of forwarding of the commodity that resulted in delays in delivery at the elevator, was found that included exceptional impediments to transportation and official actions by government.

### **Taiwan Goodwill Mission**

On September 17, NAEGA co-sponsored a reception for the Taiwan Agriculture Trade Goodwill Mission. NAEGA staff attended the gathering to celebrate a signed a contract between the U.S. and Taiwan importers worth \$3.6 billion. The 2019 Taiwan Agricultural Trade Goodwill Mission signed a letter of intent the U.S. Capitol on Wednesday, September 18. U.S. producers of corn, soybeans, wheat, and beef will sell their product to Taiwan through 2021. Taiwan, with a population of nearly 23.8 million people, is the 8th largest destination for U.S. farm goods, with total trade in 2018 valued at \$4.3 billion, according to a fact sheet from the Taiwan representative's office in the U.S.

### ***Pending Actions:***

#### **Request for Comments on U.S. Bioeconomy**

The Office of Science and Technology Policy (OSTP) recently published a [request for information](#) on the U.S. Bioeconomy. OSTP noted that the bioeconomy represents the infrastructure, innovation, products, technology, and data derived from biologically-related processes and science that drive economic growth, promote health, and increase public benefit.

OSTP is seeking input from the public, including those with capital investments, performing innovative research, or developing enabling platforms and applications in the field of biological sciences, to include healthcare, medicine, pharmaceuticals, biotechnology, manufacturing, energy production, and agriculture. The goal is to identify gaps, vulnerabilities, and areas to “promote and protect in the U.S. Bioeconomy” through Federal action.

NAEGA is considering submitting comments to OSTP. The deadline for submission is October 22, 2019.

#### **IPPC Draft ISPMs**

The International Plant Protection Convention (IPPC) is seeking comments on a number of draft International Standards for Phytosanitary Measures (ISPMs). The IPPC has released a list of draft ISPMs that have been approved by the IPPC Standards Committee (SC) for consultation, starting July 1, 2019. The consultation period ends on September 30, 2019.

The draft ISPMs can be [accessed through this link](#).

The Grades and Inspections Committee has addressed several aspects of IPPC standards in the past and is considering submitting comments on these drafts. Members who are interested in contributing to these comments should contact Patrick or Gary.

### **IPPC ePhyto Case Studies**

The International Grain Trade Coalition (IGTC) and the International Plant Protection Convention (IPPC) are seeking industry contributions to “case studies” on the roll out of the IPPC’s ePhyto Solution. In particular, the IPPC is seeking participation from destination countries participating in the hub. Moving forward, the IPPC is seeking, through these case studies, to answer questions such as:

- How did the importing plant protection and quarantine (PPQ) get in contact with the exporter?
- How was the customer made aware of the existence of the ePhyto?
- How did the customer clear customs and who was part of the chain?

If you are interested in participating in a case study, please contact NAEGA staff.

### **Contracts and Best Practices Seminars – Your advice requested**

The NAEGA Contracts Committee is seeking your advice on the location, timing and curriculum of this year’s Contracts and Best Practices Seminars. We have scheduled seminars in Portland, Oregon for October 24 and Tokyo for November 22.

Please let us know if you are interested in attending or hosting a seminar, and what topics we should focus on. The Committee is now considering contract seminars in the following locations:

- Vancouver, British Columbia
- St. Louis, MO
- Winnipeg, Manitoba

NAEGA seminars are an intensive and informative review of commercial and official practices taught in an interactive environment. The goal of each seminar is to improve predictability, reduce risks, resolve trade barriers and facilitate profitable trade.

NAEGA conducts both public and private seminars, and curriculum can be tailored to your needs. Please contact Patrick if you are interested in hosting a private, tailored seminar at your office. [Click here](#) for more information on the in-depth, interactive programs NAEGA conducts!

### ***Upcoming Actions:***

#### **Contracts Committee Sponsored Training for Arbitrators – North American Date Set – November 15, 2019 – New York, NY**

The American Arbitration Association’s (AAA) International Centre for Dispute Resolution (ICDR) has notified NAEGA that it has scheduled its next arbitrator training for November 15, 2019 in New York, NY from 9am-5pm. The seminar, titled *ICDR International Symposia in*

*Advanced Case Management Issues* is intended to inform participants on AAA ICDR rules and procedures for arbitration panels and provide guidance on managing cases for chairpersons. This seminar fulfills the training requirement for NAEGA arbitrators who are interested in serving as Special Grain Arbitrators and chairpersons on arbitration panels. The cost to take part in the seminar is \$400. A registration form and agenda [can be found here](#). Completed registration forms need to be mailed with a check for \$400 made out to the American Arbitration Association to the address on the registration form.

In order to meet our Board of Directors mandated goal of increasing the number of qualified Special Grain Arbitrators, NAEGA is offering financial assistance of up to \$1,000 to arbitrators who are interested in attending this ICDR training. Financial assistance can be used to cover the registration fee, airfare or lodging to attend a training seminar. It appears that this will be the only training offered in North America this year. If you are interested in learning more about this opportunity to attend an ICDR training and receive financial assistance, please contact [phayden@naega.org](mailto:phayden@naega.org).

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## **Member Opportunities:**

### **Portland NAEGA Contract Seminar – October 24, 2019**

NAEGA will hold a Contract Training Seminar on Thursday, October 24, 2019 at the **Wheat Marketing Center in Portland, OR**. the seminar will feature a broad review of NAEGA 2 Model Contracting terms, the recent revisions to the contract, exercises on laytime and a review of the global contracting environment. The cost to attend is \$325.00.

If you are interested in attending the Portland Seminar please contact Patrick [or register here](#).

### **Tokyo NAEGA Contract Seminar and Reception – Registration Open!**

NAEGA has confirmed a date and location for our 2019 Tokyo Contract & Best Practices Seminar. The Seminar, which will be [followed by a reception](#), will take place at the **TKP Shinbashi Conference Center in Tokyo, Japan on November 22, 2019**. We would like to thank our colleagues at the Japan Feed Trade Association (JFTA) for their assistance in securing a venue and agreeing to partner with us for the Seminar again this year. NAEGA President & CEO Gary Martin, Director of Operations Patrick Hayden and Senior Advisors Sam Bonilla and Andrew Marting are currently scheduled to attend. Invitations have been sent out and [registration is now open](#). The seminar is free to NAEGA members and non-members. NAEGA member representatives are encouraged to invite others

Please contact Patrick Hayden at [phayden@naega.org](mailto:phayden@naega.org) or 202-682-4030 if you have any questions.

Mark your calendars now and we look forward to seeing you in Tokyo!

**2019 OFAC Symposium**

The U.S. Treasury Department's Office of Foreign Asset Control (OFAC) will hold its 2019 Fall Symposium at the Walter E. Washington Convention Center in Washington, DC on Tuesday, November 12, 2019. OFAC's annual symposium provides a comprehensive review of OFAC and current U.S. economic sanctions. The event includes presentations on OFAC regulations as well as targeted reviews of sanctions concerns for new and updated OFAC programs. In addition to formal presentations, OFAC staff will be available throughout the day to answer questions on issues unique to a number of regulated industries.

An agenda and registration information [is available here](#).

### **Asia-Pacific Policy Teams**

With the evolving U.S.-China trade relationship, we expect many more fast-paced and dramatic developments that could greatly change the terms of trade for NAEGA members. Your involvement is needed!

NAEGA ad hoc policy teams of member personnel working largely through conference calls are helping to guide our multifaceted effort to address the evolving trade environment. A policy team focused on the Asia-Pacific Market is already established. Over the next few months the team will be focused on U.S. trade relations with China, Japan, Korea and the Trans Pacific environment more generally.

*Full Details on Upcoming Events can be found in the Meetings & Events Section of the [NAEGA Member's Only Page](#).*

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### **News:**

#### **China- U.S. Trade Developments**

Trade talks between China and the U.S. are restarting. Earlier this month both countries agreed to delay tariff increases. Deputy-level officials from China were in Washington, DC Thursday September 19 to continue bilateral trade talks.

U.S. negotiators want China to exercise already established lower tariff-rate quotas on commodities such as corn and wheat. [Secretary Perdue commented](#), "We want them to be a customer, but we want them to play by the rules everybody else plays by." He reported that the U.S. has given China import targets for major agricultural products such as soybeans and pork, which remain under negotiations right now. Perdue said, "The targets are everything and as much as they can. They are a huge consumer and they import a lot of their food substances and we think they have got a lot of room to import U.S. products."

#### **U.S.-Japan Trade Agreement**

The U.S. and Japan are working to finalize a limited trade agreement in time for it to be signed later this month. U.S. President Donald [Trump has signaled that this initial deal](#) will not need to be approved by Congress and that the two sides intend to continue work toward a more comprehensive agreement.

The U.S.-Japan agreement is generally expected to include increased Japanese purchases of agricultural products from the U.S. and a gradual lowering of Japanese tariffs on U.S. beef and pork, an increase in, or elimination of, the U.S. tariff-rate quota for Japanese beef, the elimination of Japanese tariffs on U.S. wine within five to seven years and lower U.S. tariffs on Japanese machinery and other industrial goods

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### **Calendar & Member Notices**

Click [here](#) for a copy of the IGTC Calendar

**2019**

#### **October**

- 9-11** – International Dry Bulk Terminals Group Operational and Technical Seminar – Southampton, UK.
- 15** - Agriculture & Horticulture Development Board Grain Market Outlook Conference – London, UK
- 23** – FGIS-Industry Workshop and Member Meet and Greet w/FGIS Administrator – Portland, OR
- 24** – NAEGA Contract Training Seminar – Portland, OR
- 31-Nov 1** – APEC Workshop on Non-Tariff Barriers – Beijing, China

#### **November**

- 6-8** – IGTC General Assembly – Sao Paulo, Brazil
- 12** – 2019 OFAC Symposium – Washington, DC
- 15** – AAA/ICDR International Symposia In Advanced Case Management Issues – New York, NY
- 22** – NAEGA Contract & Best Practices Seminar and Industry Reception – Tokyo, Japan

#### **December**

- 3** – International Grains Council's 50<sup>th</sup> Session – London, UK
- 8-10** – NGFA Country Elevator Conference – Indianapolis, IN

**2020**

#### **March**

- 8-10** – NGFA Annual Convention – Austin, TX

**December**

**TBC – COP 15 – CBD – Beijing, China**

***2021***

**March**

**14-16 – NGFA Annual Convention – San Diego, CA**

***2022***

**December**

**TBC – COP 16 – CBD – Turkey**

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