Telling a Compelling Story about the Benefits of U.S. Ag R&D

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Long-term Effort to Create Markets

• Nearly 50 percent of U.S. agricultural exports go to developing countries.

• Six out of 10 of the world’s fastest growing economies are in sub-Saharan Africa.

• Over time, we know that many of the countries which were beneficiaries of U.S. agricultural assistance in past decades are now significant commercial markets for U.S. food and agricultural exports.

• These types of transitions do not happen overnight.
Case Study: Guatemala

Helping develop new wheat and corn varieties since the early 1970’s

Under Title II, helped farmers cultivate home gardens and improve nutritional knowledge

Has helped farmers learn new agricultural practices, diversify crops, and improve market information
Case Study: Guatemala

Major Components of Gain

- $145 million
- $156 million (soymeal)
- $134 million
- $44 million

U.S. Agricultural Exports to Guatemala

1990: $100 million
2013-16: $1.1 billion