U.S.-China Agriculture & Food Partnership
U.S.–China Agriculture and Food Partnership (AFP)

Contents
I. Introduction ................................................................................................................................. 2
   Mission Statement .................................................................................................................... 2
   AFP Members ............................................................................................................................ 2
   Endorsements ........................................................................................................................... 3
   Overview of the U.S.–China Agricultural Relationship .......................................................... 3
   AFP’s Role ................................................................................................................................. 4
II. Company Cooperation ............................................................................................................. 6
III. Non-Profit Cooperators and Industry Associations ............................................................ 10
IV. Government Cooperation ....................................................................................................... 13
V. U.S.–China Agriculture and Food Partnership Membership List ........................................ 15
I. Introduction

Mission Statement

AFP links U.S. and Chinese public, private, and non-governmental organizations (NGO) across the agriculture and food supply chain in order to advance mutual food security, food safety, and agricultural sustainability through the promotion of cooperative activities between the United States and China and optimal practices in both countries.

AFP Members
Endorsements

“The U.S.–China Agriculture and Food Partnership continues to be instrumental in advancing cooperation between the agricultural sectors of the United States of America and China. This cooperation is critical to addressing food security, food safety, and sustainability concerns for China, the United States and the world. The United States is committed to continued engagement with China and the AFP as we pursue our mutual goals.”

Thomas J. Vilsack
Secretary of Agriculture
United States of America

“The U.S. agribusiness community in China in July 2013, formally launched the U.S.–China Agriculture and Food Partnership. Similar in structure and governance to the aviation, healthcare, and energy programs, this new public-private partnership provides a unique platform to better promote U.S. agricultural interests. This Partnership meets the U.S. agribusiness’ growing need for broader advocacy while maintaining the emphasis on cooperation between the U.S. and Chinese agricultural sectors.”

Mark Duval
President
American Chamber of Commerce in the People’s Republic of China

Overview of the U.S.–China Agricultural Relationship

Agriculture plays a central role in the relationship between the United States and China. Agricultural trade was an important link between the two countries well before diplomatic relations were established. The first protocol signed between the two countries set up an annual program of scientific exchanges coordinated by China’s Ministry of Agriculture and the U.S. Department of Agriculture that is still active today. Early investment by corporations and non–profit industry associations helped initiate rapid modernization of China’s feed, livestock, food processing, and food service industries. These early activities developed as China’s agricultural economy developed. The two governments now engage regularly in an extensive program of joint research on agricultural issues, agricultural businesses have invested into production in China and carried out numerous training and joint research programs, and non–profit industry associations have engaged in more sophisticated technical assistance activities. China has sent thousands of students to agricultural universities in the United States, and most
agricultural universities in China and the U.S. have joint programs with partners in the other country. The results of these activities have been enormously successful. Agricultural exports comprise about 25 percent of total U.S. exports to China, making it larger than aerospace and automobiles combined. From 2009 to 2012, exports of U.S. agricultural products to China almost doubled from $13.1 billion to $26.0 billion. During the same period, Chinese agricultural exports to the United States rose from $2.9 billion to a $4.5 billion. China’s agriculture has transitioned from subsistence production to more commercial, modern, and efficient operations. While the expansion of trade has brought benefits to both countries, it has also generated more trade issues and disputes between the two countries. The growing level of time and resources spent addressing these disputes threatens to distract stakeholders from emphasizing the clear benefits that the growing trade relationship brings to both countries.

**AFP’s Role**

The U.S.–China relationship has become one of the most important bilateral relations in the world, and the agricultural and food trade ties stands as one of the key pillars of the U.S. China economic cooperation. With collaborative endeavor by governments and industries in both countries, U.S and China have maintained substantial agricultural cooperation in the past three decades.

At the U.S.–China Agricultural Summit in 2012, the two countries agreed to engage in dialogue on the topics of food safety, food security, and agricultural sustainability. Building upon the basis of the historical Plan of Strategic Cooperation signed in the Symposium, the “U.S.–China Agriculture & Food Partnership” (AFP) was established, to serve as the focal point of coordination not only between the United States and China, but also between private and public sector. AFP will refocus discussion on the benefits of the longstanding relationship between the U.S. and China on agricultural issues. Supported by members from the private sector with operations in one or both countries, AFP is an umbrella organization to coordinate projects in U.S.–China cooperation and serve as a platform for U.S.–China dialogue and discussion on the wide range of food and agricultural issues facing both countries.

Since its formal establishment in July 2013, AFP has 29 members, comprised of U.S. companies and non–profit industry cooperators. With an estimated overall investment of $255 million and 5460 new jobs created in the year of 2013, AFP members have made significant contribution to Chinese agricultural economy, with their presence across the entire value chain of the agriculture and food industry in China.
AFP members interact with policy makers through participation in industry working groups, across six sectors—seed market, precision agriculture, grain processing and handling, animal and animal products, food processing & handling, investment & commercial transactions. By closely engaging in projects and activities such as showcasing global best practices, training, feasibility studies, and research, members of working groups produce work plans that are aimed to shape and inform the dialogue between U.S. and China on Agricultural and Food issues.
II. Company Cooperation

Since before China reestablished diplomatic relations with the United States, U.S. and multinational companies engaged with China on agricultural issues. U.S.-based multinational companies were the primary suppliers of supplemental grain to China when supplies ran low in the mid-1970s. The economic reforms initiated in the late 1970s and early 1980s not only resulted in improved relations with the United States, but also provided farmers in China strong incentives to increase yields and this increased production allowed China to start exporting many agricultural products it formerly imported. These reforms also allowed U.S. companies to make investments in China’s agricultural industry and these early investments helped facilitate China’s agricultural modernization.

Over the next three decades, companies of all sizes made investments and sold technologies that hastened China’s agricultural development and modernization. Investments into new plants are, of course, just part of doing business and intended to earn a return. However, they also provide technology transfer, training for staff in more advanced production processes, and introduce modern production and management practices. Many companies selling technology to China, even ones without facilities in the country, also provide training and technology transfer. These investments and technology sales have been critical to China’s agricultural modernization. In nearly all agricultural and food industries in China today, U.S.-based multinationals or U.S. companies, or joint venture with these companies, are among the most modern and progressive companies in their respective sectors.

The growing business relationships between the U.S. and China have become much more sophisticated in the last decade. Many companies are establishing joint research and training centers to not only develop technologies to meet future needs, but also develop talent to run the increasingly sophisticated operations. These research centers typically partner with government (provincial and national) as well as academic research institutes and have significant spinoff effects in China’s agricultural economy. Today, U.S.-based investment banks and private equity firms are playing an active role in advancing modern agricultural practices in China, as they have in the United States.

AFP Private Sector Companies/Projects include:

*Abbott*—is a 125-year healthcare company and one of the key goals for our next 125 years in China is to help the people live life to the fullest.
AGCO—is a global leader in the design, manufacture and distribution of agricultural machinery. Registered in 2010, AGCO (Changzhou) Farm Machinery Co., Ltd. is the home base of focusing on low to mid HP tractors, as well as full range of agricultural hi-tech solutions for both China and international markets.

Asia Agriculture Consulting—has delivered training and education programs in Chinese language to Chinese swine producers and veterinarians through their website www.pig333.cn. Pig333.cn takes international best practices from the USA and Europe and translates into Chinese making training available to the Chinese pig industry.

Archer Daniels Midland—is supporting China’s food security goal through joint research with the Ministry of Agriculture’s Research Center of Rural Economy (RCRE) on strategies to reduce post-harvest losses and with China Agricultural University on replacing grain from dairy cow diets with treated corn stalks.

Bayer Cropscience—is dedicated to Chinese agricultural modernization with its advanced and integrated technologies and services through Sustainable Development projects, Rural Land Transfer projects, Food Chain Partnership, Scholarship and Corporate Social Responsibility (CSR) projects together with relevant stakeholders.

Cargill—contributes strongly to China’s food security and food safety by providing stable grain trade, manufacturing safe and high quality foods, training farmers on agricultural technologies and promoting sustainability in farming practices.

CNH Industrial—has invested over 123 Billion RMB in manufacturing and R&D centers in Harbin to become one of the largest industrial agricultural bases in North-East China.

Dow AgroSciences is committed to partnership with China agriculture industry by increasing crop productivity through higher yields, better varieties, and more targeted pest management control. Our products and services are designed to solve pressing crop production problems for customers in China, boosting agriculture productivity to maximum sustainable levels to keep pace with the growing needs of expanding population.

DuPont Pioneer—has introduced modern agricultural technologies including diverse corn germplasm, molecular breeding, world-class seed production, single kernel planting for corn and novel corn hybrids enabling mechanical harvest, dramatically improving farmer productivity across China.

Elanco Animal Health—Elanco is a world leader in developing products and services that enhance animal health, wellness and performance. Elanco products contribute to the
production of an affordable and abundant supply of food, while also helping to ensure the safety of that food. Innovative new pet products help companion animals live longer, healthier, happier lives. Elanco has a China presence in the swine, poultry and dairy sectors. Elanco will be a major animal health partner of Nestlé China in its new Dairy Farming Institute (DFI) in Shuangcheng, Heilongjiang Province to train Chinese dairy farm managers to develop and implement the best animal health and farm management systems for China. In addition, Elanco partnered with Heifer International and invested in a local project in Chengde, Hebei Province. This program will bring 1000 families out of hunger in three years’ time frame.

**John Deere**—contributes to China’s agriculture mechanization, modernization and sustainability by conducting high-yield corn experimental project in Jilin province, cooperating with China Agricultural University on mechanization research and talent cultivation, and organizing employee volunteers to engage with migrant children to foster new generation’s interests on agriculture.

**McLarty Associates**—In addition to representing its many clients in China, McLarty Associates is proud to be a co-chair of the U.S.–China Agricultural Symposium’s organizing committee and co-founder of the U.S.–China Agriculture and Food Partnership.

**McDermott Will & Emery (McDermott)**—has one of the largest and most experienced full-service legal practices group in Food, Beverage and Agribusiness Industry in the world. McDermott represents more than 500 clients in this industry sector, with many of these relationships stretching back for decades. McDermott advises all participants in the value chain—growers, processors, input suppliers, cooperatives, food manufacturers, importers, distributors, trade associations, retailers, restaurants and other stakeholders—across the range of issues affecting the production, distribution and marketing of food, beverages and related products. Numbering more than 1,100 lawyers McDermott has 18 offices in United States, Europe, Asia and further extending its reach a strategic alliance with MWE China Law Offices, a separate, China-licensed law firm, in Shanghai.

**Monsanto (China Seed International Seed Corp Ltd)**—Monsanto is committed to bringing a broad range of solutions to help nourish our growing world. We produce seeds for fruits, vegetables and key crops that help farmers have better harvests while using water and other important resources more efficiently. We work to find sustainable solutions for soil health, help farmers use data to improve farming practices and conserve natural resources, and provide crop protection products to minimize damage from pests and disease. Through programs and partnerships, we collaborate with farmers, researchers, nonprofit organizations, universities and others to help tackle some of the world’s biggest challenges. Monsanto has been in China for many years and is currently providing Chinese farmers with vegetable seeds and
conventional corn seeds through a joint venture (Seed International Seed) with China National Seed Group.

**OSI**–is a world-class food manufacturer offering global supply chain solutions for product innovation, product development, and custom process engineering with a strong and proven focus on food safety and operational excellence.

**Phibro Animal Health Corporation**–is a leading animal health company. Its products have strong market position and significant brand recognition. As a life science company with its core focus on animal health and nutrition, Phibro continues to grow both organically and through acquisition. Phibro’s strategic focus is to continue to grow in key food–animal markets with the support of its customers and its experienced management, sales, technical, regulatory and manufacturing teams.

**Smithfield**–is a food industry leader that excels every day at bringing safe meat products to international markets around the world in a manner that sets industry benchmarks for sustainability and quality.
III. Non-Profit Cooperators and Industry Associations

Cooperator organizations have made significant contributions to the modernization of China’s food and agricultural economy, as have other industry associations. Cooperator organizations are unique to the United States—they are non-profit producer organizations established to build demand for, and facilitate exports of, the products they represent. Thus, they engage in market development activities that translate into programs to develop the feed, livestock, processing, and retail industries in the countries where they work. Their work is funded by both membership contributions as well as grants from U.S. Department of Agriculture’s (USDA)’s Market Access Program and Foreign Market Demand Program. Because some of their funding comes from USDA programs, they often work in conjunction with USDA’s Foreign Agricultural Service, hence the name “cooperators”. Other industry associations, while not established to promote exports, also engage with international counterparts and conduct joint programs with partners in China.

Cooperators began working in China in the early 1980s and engage in activities to develop China’s feed and livestock industries as well as food and textile processing industries. Nearly all the leading companies in these industries in China today have benefited from cooperator programs over the past 3 decades through participation in technical seminars sponsored in China, or technical teams to the United States to visit facilities and undergo training there. The overall market for these products has also benefited from seminars and trade teams sponsored by cooperators to help companies understand world supply and demand, risk management, freight contracting, quality determination and other topics that help businesses in China negotiate in global markets. Technical programs have become more sophisticated over the years as China’s agricultural industries modernize and now cover more diverse topics such as facility design, facility management, disease control, and food safety practices.

AFP Non-profit organization/projects include:

**American Feed Industry Association (AFIA)**—has a MOU agreement with CFIA and CFEC, both agreements state that each associations is committed to providing consistent, safe and quality feed and to continue to ensure consumer confidence in the roles each association performs in modern food production.

**North American Meat Institute (NAMI)**—works cooperatively with the China Meat Association to foster and promote business-to-business connections to enhance adoption of advanced meat processing technologies and improve the meat and poultry distribution network in China.
American Seed Trade Association (ASTA)—signed a Memorandum of Understanding with China National Seed Association (CNSA) to foster cooperation between ASTA and CNSA on promoting innovation in the seed industry. Both organizations wish to encourage mutual interest through cooperation on the basis of equality and mutual benefit and recognize the economic benefits possible through a friendly relationship.

Cotton Council International (CCI)—builds strong partnerships with Chinese entities along the entire cotton textile supply chain. COTTON USA is the global brand of U.S. cotton, a benchmark for purity, quality and responsibility.

The Northwest Horticultural Council—formed in 1947 and located in Yakima, Washington, is a non-profit trade association of the deciduous tree fruit industry of Idaho, Oregon, and Washington.

U.S. Dairy Export Council (USDEC)—in cooperation with Chinese regulators discuss important factors impacting dairy food safety and collaborate on how the two countries regulate their dairy sectors.

U.S. Grains Council (USGC)—provides technical training to the swine and dairy industries, addressing a wide range of issues, to facilitate the modernization for the livestock industry in China; conducts market seminars that address supply-demand, crop quality, risk and freight management. These activities include both seminars in China as well as teams visiting the United States. In addition the USGC partners with stakeholders in China and the U.S. to provide platforms for dialogue on production technologies and policies to encourage that promote optimal outcomes.

U.S. Meat Export Federation (USMEF)—provides technical training to meat processors on red meat handling, safety and finished product processing; it also provides red meat safety & handling education to red meat importers, Chinese trade associations (e.g. CMA, CFNA,), retailers, and foodservice operators. In addition the USMEF partners with stakeholders in China and the U.S. to provide platforms for dialogue on production technologies and policies to encourage that promote optimal outcomes.

USA Poultry and Egg Export Council International Poultry Development Program (UIPDP)—is dedicated to enhancing poultry production and consumer acceptance of poultry products in foreign nations. We accomplish this by providing educational and technical assistance to foster the development of local poultry and egg industries. UIPDP works with poultry and egg producers, processors and government regulators to enhance food safety, sustainability and promote economic development and consumer acceptance of poultry products. Our purpose is
to assure the global consumer that poultry meat and eggs are the safest, most economical, sustainable and nutritious sources of protein.

**U.S. Soybean Export Council (USSEC)**—provides Chinese soy processors, feed millers, and animal producers with trade and technical services including training, seminars, feeding demonstrations and conferences to build and maintain demand and preference for U.S. soy. In addition the USSEC partners with stakeholders in China and the U.S. to provide platforms for dialogue on production technologies and policies to encourage that promote optimal outcomes.

**U.S. Wheat Associates (USWA)**—partners with educational institutions, flour mills, bakeries and wheat food processors to train staff, and develop safe and efficient processing practices for the food service industry.
IV. Government Cooperation

The governments in the United States and China have established multiple platforms to engage in cooperation on agricultural issues that have not only facilitated the development of agriculture in China but also engaged in joint research that benefits the agricultural sector in both countries. The first protocol signed by the two countries is the 1979 Protocol on Scientific Exchanges, which has funded 20 teams of scientists a year, 10 from China to the U.S., and 10 from the U.S. to China, to address agricultural issues of mutual benefit and importance. This protocol was followed by technical assistance with China’s crop estimation and reporting in the 1990s, and further expanded with a protocol for joint research between USDA and Ministry of Science and Technology in 2003.

These programs have resulted in significant collaboration and joint research activities. Hundreds of scientists in agricultural fields from the U.S. and China have participated in the scientific exchange program since its inception in 1979. In 2013 alone, USDA’s Agricultural Research Service sent 170 individual scientists to conduct joint research in China, nearly 60 percent of all USDA visits that year. Joint research topics included water resource use and conservation of dryland agriculture, plant genomics and plant breeding technologies, food safety and quality strategies, including development of cold-chain facilities, strategies to control a wide variety of pests and invasive species, strategies to prevent and control the spread of various animal diseases, and other topics important to not only China but also U.S. and world agriculture. Many of these trips were sponsored by the inviting universities or research institutes in China. In addition to ARS collaborations, many other USDA agencies have extensive, ongoing projects with counterparts in China including, but not limited to, forest management, soil conservation, and crop supply and demand analysis.

Government projects include:

*China–U.S. Joint Working Group on Agricultural Technology (JWGAT)*—since its singing in 1980, over 2500 scientists and other experts have visited counterparts in the other country on over 450 scientific exchanges under this program, jointly administered by the Ministry of Agriculture and the U.S. Department of Agriculture. Topics include germplasm, biotechnology, bio–mass energy, pest management, pesticides management, water and irrigation management, and agricultural technology extension.

*Protocol Between the U.S. Department of Agriculture and China’s Ministry of Science and Technology for Cooperation on U.S.–China Agricultural Flagship Projects* – Research centers established under this protocol include:
• Centers for Grazing land and Ecosystem Restoration
• Centers for Soil and Water Conservation and Environmental Protection
• Centers for Wheat Quality and Pathology
• Center for Agricultural Product Processing
• Center for Food Safety and Quality
• Sino–U.S. Joint Center for Biofuel Research
• Sino–U.S. Centers for Dairy Production and Processing
• Sino–U.S. Joint Center for Efficient Irrigation
• Centers for Agro–Ecology and Sustainability
• Sino–U.S. Centers for Water Use in Arid Agriculture
V. U.S.-China Agriculture and Food Partnership Membership List
(In alphabetic order)

*创始成员 Founding Members

1. 美国雅培公司 Abbott*
2. 美国爱科集团 AGCO*
3. 美国饲料工业协会 American Feed Industry Association (AFIA) *
4. 北美肉类协会 North American Meat Institute (NAMI) *
5. 美国阿彻丹尼尔斯米德兰公司 Archer Daniels Midland Company (ADM) *
6. 亚洲农业咨询公司 Asian Agribusiness Consulting (AAC)*
7. 美国种业贸易协会 American Seed Trade Association (ASTA)*
8. 拜耳作物科学(中国)有限公司 BayerCropScience*
9. 嘉吉投资(中国)有限公司 Cargill Investment (China) Ltd., *
10. 凯斯纽荷兰工业 CNH Industrial (CNHI)*
11. 美国国际棉花协会 Cotton Council International *
12. 陶氏益农农业科技（中国）有限公司 Dow AgroSciences (DAS)*
13. 美国杜邦先锋公司 DuPont Pioneer*
14. 美国礼来公司全球动物保健 Elanco Animal Health *
15. 约翰迪尔（中国）投资有限公司 John Deere (China) Investment Co,.Ltd *
16. 元达律师事务所 McDermott Will & Emery LLP
17. 麦克拉提咨询事务所 McLarty Associates*
18. 孟山都公司 Monsanto*
19. 美国西北园艺理事会 Northwest Horticultural Council*
20. 福喜集团 OSI Group *
21. 美国辉宝动物保健品有限公司 Phibro Animal Health Corporation
22. 美国史密斯菲尔德食品公司 Smithfield Foods *
23. 美国泰森食品有限公司 Tyson Foods
24. 美国乳品出口委员会 US Dairy Export Council (USDEC)*
25. 美国大豆出口协会 U.S. Soybean Export Council (USSEC)*
26. 美国谷物协会 US Grains Council (USGC) *
27. 美国肉类出口协会 US Meat Export Federation (USMEF) *
28. 美国小麦协会 US Wheat Associates*
29. 美国家禽蛋品出口协会 USA Poultry and Egg Export Council International Poultry Development Program (UIPDP)*
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