



May 7, 2021

The Honorable Katherine Tai
U.S. Trade Representative
600 17th Street NW
Washington, DC 20006

Dear Ambassador Tai:

Thank you again for taking the time to meet with our industry on Monday to discuss how the U.S. dairy sector can work with you to strengthen the health of the industry and to further grow the hundreds of thousands of American dairy-reliant jobs, a large share of which are in manufacturing. Working together through a joint partnership devoted to fostering exports of our high-quality, sustainably-produced products, NMPF and the U.S. Dairy Export Council represent the majority of the dairy industry, from farmers and cooperatives to proprietary processors and trading companies. As discussed on Monday, exports are a key component of the demand matrix for dairy and are critically important to the health of the industry. Our industry greatly appreciated the chance to engage, and we look forward to working together with you.

In addition to the topics discussed on Monday, we also want to highlight for you our work on sustainability, and the opportunities it may present for us to work together moving forward. U.S. dairy farmers and processors, including cooperatives, are committed to helping cultivate and support sustainable food systems that are good for people, good for animals, and good for the planet. Our commitments, which we believe the U.S. government shares, reflect the three aspects of sustainability as defined by the UN Food and Agriculture Organization (FAO) – environmental, economic, and social. And we have a proven track record of pursuing and meeting our commitments.

As part of our 2050 Environmental Stewardship Goals and pioneering Net Zero Initiative, U.S. dairy will become carbon neutral or better by 2050, while also optimizing water use and improving water quality. Modern, innovative farming practices reduced dairy's carbon footprint per gallon of milk by 19% from 2007 to 2017, while using 30% less water and 21% less land. According to the FAO, North America was the only region in the world to reduce farm-level dairy greenhouse gas (GHG) emissions between 2005 and 2015, even as milk production increased, and has the world's lowest intensity of GHG emissions per kilogram of milk.

Likewise, socially responsible sustainable production is at the core of the National Dairy FARM Program: Farmers Assuring Responsible Management™. The FARM Program assists U.S. dairy farmers with implementation of best practices in animal care, environmental stewardship, workforce development, antibiotic stewardship, and biosecurity. Independent

evaluation to standards assures the integrity of the FARM Program while identifying specific areas for continuous improvement on individual dairy farms ensuring for a resilient sustainable U.S. dairy production system.

Our sustainability efforts can reap greater dividends, not only domestically but globally, when paired with efforts to maintain and expand U.S. dairy exports. Without our products helping meet foreign dairy demand, global consumption of dairy products would be less sustainable. In some cases this would mean lower animal care standards, while in others, less ambitious environmental commitments. Most fundamentally, though, the United States has the lowest GHG footprint per gallon of milk in the world, so shifting consumption to U.S. sources would directly reduce dairy emissions.

Our success in far-flung markets has been driven by U.S. dairy farmers' ability to deliver affordable nutrition that meets the food security needs of those markets. Nutrient-dense U.S. dairy products nourish hundreds of millions of people around the world and are critical sources of essential nutrients like high-quality protein, calcium, phosphorus, potassium, iodine, and vitamins B2 and B12, which contribute to addressing all forms of malnutrition. Reliance solely on locally produced dairy would result in products that are typically too expensive to enable these nutritional benefits to be shared broadly.

We will be seeking a follow-up meeting with your staff to further discuss our sustainability efforts and to explore our common interests in this area. Again, thank you very much for taking the time to meet with the dairy industry on Monday.

Sincerely,



James Mulhern
President and CEO
National Milk Producers Federation



Krysta Harden
President and CEO
U.S. Dairy Export Council