



# Make A Difference...Join An A-Team!

## ASIA A-TEAM

The Asia Advisory Team (A-team) is a geographical A-team focused on maintaining current markets and developing new ones for feed grains in all forms in Japan, South Korea, Taiwan, China and Southeast Asia. The Asia A-team works with U.S. Grains Council (USGC) staff in the region on corn, barley and sorghum issues as well as value-added concerns for U.S. ethanol, distiller's dried grains with solubles (DDGS), food barley and sorghum for baijiu production. With three of the major ethanol target markets - Indonesia, China and Japan – and second tier target markets - Vietnam, the Philippines and South Korea - in the Asia Pacific region, ethanol market development is of major interest to the Asia A-team. The Asia A-team works on trade policy and sanitary and phyto-sanitary (SPS) issues in the region, and China is a key area of action and observation.

## ETHANOL A-TEAM

The Ethanol A-team is dedicated to expanding the global use and trade of U.S. ethanol and feedstock producers. The A-team recognizes the division of ethanol markets into priority markets, second-tier markets and frontier markets. There are seven priority markets: Brazil, Canada, India, China, Indonesia, Canada and Mexico. The A-team supports the USGC's market development efforts to create and maintain market access in priority ethanol markets. The A-team also focuses on frontier markets and making inroads for new uses of ethanol, industrial applications and multilateral and academic efforts that support messaging about the benefits of expanded ethanol use.

## INNOVATION AND SUSTAINABILITY A-TEAM

The Innovation and Sustainability Advisory Team works to aid the adoption of international policies that advance consistent, fair, rules-based systems for trade and that encourage acceptance of agricultural biotechnology and plant breeding innovations. The A-Team also monitors issues related maximum residue levels (MRLs) and other crop protection regulations that could disrupt or inhibit the free flow of grain, ethanol and co-products. These objectives help U.S. agriculture gain a larger market share of global grain exports, while helping international customers offer lower costs, higher quality, expanded variety and enhanced food security for their populations.

## MIDDLE EAST, AFRICA AND SOUTH ASIA A-TEAM (MEASA)

The MEASA A-team is a geographical A-team focused on oversight of the Council's programmatic engagement through its offices located in the Middle East, Africa, Europe and the South Asia region. The A-team regularly receives program strategy updates from staff and ensures the Council's engagement aligns with the priorities of the USGC membership. In addition, the A-team makes recommendations to the Board of Delegates regarding staffing, program changes or other relevant issues.

## TRADE POLICY A-TEAM

The Trade Policy Advisory Team provides input and guidance on major trade policy issues affecting the corn, co-products, grain sorghum, barley and ethanol/dried distiller grains value chains. Trade policy issues range from tariff and non-tariff policies that inhibit free and open trade of U.S. agricultural products to support for new bilateral, regional and multilateral agreements that will remove trade policy obstacles and open new access and expand markets.

## VALUE-ADDED A-TEAM

The value-added A-team focuses largely on co-products market development globally. DDGS, corn gluten meal, corn gluten feed, distillers corn oil and some specialty sorghum all benefit from USGC efforts around the world. The Value-Added A-team supports DDGS market diversification. Value-added co-products also face many non-tariff barriers including sanitary/phytosanitary requirements from major export markets. The A-Team advises the Council on working with U.S. government officials and foreign government counterparts to clear the path for free and fair trade of these valuable U.S. co-products.

## WESTERN HEMISPHERE A-TEAM

The Western Hemisphere A-team reviews all USGC grain and ethanol-related programs operated in the region, including Canada, Latin America and the Caribbean. The A-team examines opportunities and challenges in the region and provides guidance on areas of focus and priority, including maintaining a strong presence in Mexico, promoting both U.S. feed grains and ethanol; capitalizing on successes with the Peru corn countervailing duties case and continuing efforts to defend U.S. agriculture in Latin America; and working with Canadian partners to facilitate increased ethanol use as provinces implement higher blend mandates.

## NEED MORE INFORMATION?

For more information about joining an A-team, contact Rebecca Williams, [rwilliams@grains.org](mailto:rwilliams@grains.org).