

Appendix table 5--FAS and Cooperator Market Development Program expenditures, 1956-88

Years	Cooperator Market Development Program		Export Incentive Program		FAS promotions	Total Government market dev. expenditures	Total nongovernment market dev. expenditures
	FAS	Cooperators	FAS	Cooperators			
<u>Million dollars</u>							
1956	0.18	0.04	0	0	0.23	0.41	0.04
1957	.68	.32	0	0	.70	1.38	.32
1958	1.89	.60	0	0	1.01	2.90	.60
1959	2.15	1.09	0	0	1.04	3.19	1.09
1960	3.22	1.58	0	0	1.54	4.76	1.58
1961	3.24	1.92	0	0	1.13	4.38	1.92
1962	4.90	2.58	0	0	1.54	6.44	2.58
1963	6.01	2.68	0	0	1.98	7.99	2.68
1964	7.22	3.22	0	0	2.23	9.45	3.22
1965	6.09	3.31	0	0	1.50	7.59	3.31
1966	7.11	4.52	0	0	1.35	8.46	4.52
1967	9.74	4.47	0	0	1.33	11.07	4.47
1968	10.00	5.15	0	0	2.05	12.05	5.15
1969	10.18	6.02	0	0	1.54	11.72	6.02
1970	9.23	6.86	0	0	1.52	10.75	6.86
1971	8.68	6.73	0.17	0.13	4.13	12.98	6.86
1972	9.74	6.66	.32	.34	1.23	11.28	7.00
1973	9.93	6.32	.12	1.22	.71	10.76	7.54
1974	9.74	7.06	.50	.56	.60	10.83	7.62
1975	10.95	8.35	.84	1.83	.73	12.52	10.18
1976	10.51	7.14	.42	2.66	.76	11.68	9.79
1977	11.20	8.86	.52	3.62	.77	12.49	12.48
1978	13.12	10.55	.81	4.55	.86	14.79	15.10
1979	14.78	12.71	1.83	4.23	.92	17.53	16.94
1980	18.20	20.35	1.13	3.47	.99	20.32	23.82
1981	17.54	21.14	1.29	1.91	.97	19.80	23.05
1982	19.00	28.08	1.14	5.58	.85	20.99	33.66
1983	23.50	30.21	1.72	4.10	.87	26.09	34.31
1984	25.24	30.67	1.57	2.52	1.50	28.31	33.19
1985	31.81	35.64	2.04	3.70	1.09	34.94	39.34
1986 ¹	33.40	35.45	1.60	1.93	2.15	37.15	37.38
1987	23.11	24.94	.20	0.23	2.35	25.66	25.17
1988	29.35	29.00	--	.43	3.21	32.56	29.43

-- = less than \$200,000.

¹ 1986-88 expenditures do not include expenditures under the Targeted Export Assistance Program.

Source: U.S. Dept. Agr., For. Agr. Serv., Marketing Programs Division.

Appendix table 6--Program shipments of agricultural products¹

Year	PL 480 and Section 416	Credit and guarantee programs	Export Enhancement Program	Barter ²	CCC direct ³ sales	Agricultural export value	Program share of exports
----- Million dollars -----							Percent
1955	384.4	69.0				3,144.0	14.4
1956	984.9	61.9				3,496.0	29.9
1957	1,525.1	73.1				4,728.0	33.8
1958	981.0	203.3				4,003.0	29.6
1959	1,017.3	92.8				3,719.0	29.8
1960	1,115.9	35.0				4,519.0	25.5
1961	1,316.4	61.0				4,946.0	27.8
1962	1,495.5	104.3				5,142.0	31.1
1963	1,456.3	161.6				5,078.0	31.9
1964	1,418.0	197.3				6,068.0	26.6
1965	1,570.5	166.6				6,097.0	28.5
1966	1,345.9	278.8				6,747.0	24.1
1967	1,270.8	438.0				6,821.0	25.1
1968	1,279.5	215.5				6,331.0	23.6
1969	1,038.6	167.3				5,751.0	21.0
1970	1,055.8	278.6				6,958.0	19.2
1971	1,023.0	488.1				7,955.0	19.0
1972	1,057.0	457.9				8,242.0	18.4
1973	946.4	1,094.9				14,984.0	13.6
1974	865.9	297.9				21,559.0	5.4
1975	1,099.1	248.6				21,817.0	6.2
1976	904.1	956.9				22,742.0	8.2
1977	1,103.6	755.3				23,974.0	7.8
1978	1,072.8	1,582.5			16.9	27,289.0	9.8
1979	1,187.2	1,590.6			17.8	31,979.0	8.7
1980	1,341.6	1,417.0			41.4	40,481.0	6.9
1981	1,333.0	1,871.2			160.0	43,780.0	7.7
1982	1,107.6	1,389.7		13.0	16.5	39,097.0	6.5
1983	1,194.7	4,059.6			80.7	34,769.0	15.3
1984	1,505.9	3,830.2		34.0	80.7	38,027.0	14.3
1985	1,905.8	2,806.6	93.7		95.6	31,201.0	15.4
1986	1,334.2	2,413.2	708.5		188.8	26,324.0	18.0
1987	1,077.2	2,744.7	1,693.0		188.2	27,877.0	20.5
1988	1,435.7	3,706.6	3,301.0		108.7	35,337.0	24.1

¹ In recent years, exports under credit guarantee programs may overlap EEP sales.

² Barter sales outside of the PL 480 program were reported for 1982 and 1984.

³ The market value of agricultural commodities sold by the CCC was not available prior to 1978.

Sources: U.S. Dept. Agr., For. Agr. Serv., Agricultural Export Assistance Update and "Notices to Exporters;" Communication with Export-Import Bank official.

Appendix table 7--Targeted Export Assistance Program expenditures by participant,
fiscal 1986-88

Participant	1986	1987	1988	1986-88
	<u>Million dollars</u>			
Animals and animal products:				
Alaska Seafood Marketing Institute	0	0	2.983	2.983
Catfish Farmers of America	0	0	.009	.009
Leather Industries of America	0	2.292	0	2.292
U.S. Meat Export Federation	6.847	0	1.654	17.500
USA Poultry and Egg Export Council	5.725	5.808	0	11.534
Export Incentive Program agreements--				
American Legend Cooperative	0	.700	.096	.796
Hudson's Bay Fur Sales	0	.550	.350	.900
Grains, grain products, and dry beans and peas:				
National Council of Farmer Cooperatives				
National Dry Bean Council	0	0	.237	.237
National Hay Association	0	.043	0	.043
National Pasta Association	.585	0	0	.585
Rice Council for Market Development	3.416	0	3.138	6.554
USA Dry Pea and Lentil Council	2.087	0	1.804	3.891
U.S. Feed Grains Council	1.033	.263	4.817	6.112
U.S. Wheat Associates, Inc.	1.064	.125	1.364	2.554
Oilseeds and products:				
American Soybean Association	3.619	0	12.342	15.961
National Peanut Council	4.056	0	4.541	8.596
National Sunflower Association	0	1.846	.897	2.743
Horticultural and tropical products:				
California Avocado Commission	0	.400	.425	.825
California Cling Peach Advisory Board	2.500	5.023	5.358	12.880
California Kiwifruit Commission	0	.479	.488	.968
California Pistachio Commission	.184	0	.191	.375
California Prune Board	3.554	4.006	4.578	12.137
California Raisin Advisory Board	4.519	8.618	7.927	21.064
California Table Grape Commission	.346	.427	.705	1.477
California Walnut Marketing Board	8.149	6.282	5.954	2.385
California Wine Institute	4.189	0	2.408	6.597
Florida Department of Citrus	4.909	0	6.241	11.150
National Potato Promotion Board	1.901	2.284	2.088	6.273
Northwest Horticultural Council:				
Washington State Apple Commission	1.378	1.454	1.896	4.729

Continued--

Appendix table 7--Targeted Export Assistance Program expenditures by participant,
fiscal 1986-88--Continued

Participant	1986	1987	1988	1986-88
	<u>Million dollars</u>			
Northwest Cherry Growers Oregon-Washington-California Pear Bureau	0 0.276	0.110 0	0.429 .336	0.539 .613
Export Incentive Program agreements:				
Dole Foods	.523	.751	1.032	2.306
Dole Nut Co.	0	0	.185	.185
Blue Diamond Growers	.849	3.513	5.500	9.862
California Almond, Inc.	0	.003	0	.003
California Independent Almond Growers	.005	0	0	.005
Golden West Nuts	0	0	.100	.100
Hansa-Pacific Association	0	.165	.250	.415
Monarch International	0	0	.014	.014
Nicolaysen Farms	.005	.003	.030	.038
Norpac Food Sales	0	0	.005	.005
Sequoia Orange Company	0	0	.089	.089
Sun World, Inc.	0	.107	.111	.218
Sunkist Growers, Inc.	4.774	9.549	8.834	23.157
Sunpacific Shippers	0	.027	0	.027
Tenneco West	.030	.043	0	.073
The DiMare Co.	0	0	.015	.015
Pillsbury Co.	0	0	.312	.312
Regional associations and other high-value products:				
Chocolate Manufacturers Association of America	.864	0	2.250	3.114
Eastern U.S. Agricultural and Food Export Council, Inc.	.617	.543	.575	1.734
Mid-America International Agri-Trade Council	0	0	1.331	1.331
National Association of State Departments of Agriculture	.197	0	.281	.478
Southern U.S. Trade Association	.335	.569	.511	1.415
Western U.S. Trade Association	.817	.958	1.642	3.417
Cotton, seeds, and tobacco:				
American Seed Trade Association	0	.021	.041	.062
Cotton Council International	6.295	7.297	9.655	23.247
Tobacco Associates	0	.196	.752	.948
Wood products:				
American Plywood Association	.977	.655	1.756	3.388
Total TEA expenditures:	76.624	65.108	117.552	259.285

Source: U.S. Dept. Agr., For. Agr. Serv., Marketing Programs Division, January 11, 1990.

Appendix table 8--Foreign Market Development Program expenditures by participant,
fiscal 1986-88

Participant	1986	1987	1988	1986-88
	<u>Million dollars</u>			
Animals and animal products:				
American Catfish Marketing Association	0.017	0	0.022	0.039
American Jersey Cattle Club	.009	0.005	.011	.026
American Legend Cooperative	.325	.244	0	.569
American Quarterhorse Association	.017	.013	.020	.049
Appaloosa Horse Club	0	0	.006	.006
Brown Swiss Cattle Breeder Association	.036	.021	.032	.088
Holstein-Friesian Association	.274	.229	.274	.777
Leather Industries of America	.151	.129	.147	.427
Livestock Exporters' Association	.006	.013	.002	.021
Mohair Council of America	.018	.012	.012	.042
National Association of Animal Breeders	.049	.040	.046	.135
National Association of Swine Records	.063	.042	.048	.152
National Renderers Association	.924	.743	.838	2.504
U.S. Beef Breeds Council	.073	.075	.095	.242
U.S. Meat Export Federation	1.465	1.147	1.603	4.214
USA Poultry and Egg Export Council	1.541	1.214	1.531	4.286
Grains, grain products, and dry beans and peas:				
Millers National Federation	.023	.018	.020	.062
National Dry Bean Council	.046	.053	.083	.182
National Hay Association	.031	.036	.041	.107
Protein Grain Products, Inc.	.046	.037	.031	.114
Rice Council for Market Development	1.900	.665	1.731	4.297
U.S. Dry Pea and Lentil Council	.170	.102	.122	.394
U.S. Feed Grains Council	5.132	4.437	4.784	14.353
U.S. Wheat Associates, Inc.	5.656	5.026	5.759	16.441
Oilseeds and products:				
American Soybean Association	6.366	4.855	6.687	17.908
National Cottonseed Producers	.075	.045	.106	.226
National Peanut Council	.889	.264	.446	1.598
National Sunflower Association	.248	.212	.345	.806
Horticultural and tropical products:				
American Horticultural Marketing Council	.096	.099	.113	.307
California Avocado Commission	.147	0	0	.147
California Cling Peach Advisory Board	.592	0	0	.592
California Raisin Advisory Board	.518	0	0	.518
California Table Grape Commission	.136	0	0	.136

Continued--

Appendix table 8--Foreign Market Development Program expenditures by participant,
fiscal 1986-88--Continued

Participant	1986	1987	1988	1986-88
	<u>Million dollars</u>			
California Tree Fruit Agreement	0	0	0 .072	0.072
California Wine Institute	0.368	0	0	.368
Florida Department of Citrus	.577	0	0	.577
National Pecan Marketing Council	.097	0	0	.097
National Potato Promotion Board	.131	0	0	.131
Northwest Horticultural Council	.470	0.142	0	.612
Papaya Administrative Committee	.036	.054	.063	.153
Western Growers Association	.008	.016	.020	.045
Export Incentive Program agreements:				
Almonds #3	.014	0	0	.014
Canned corn #2	.077	0	0	.077
Citrus #1	.816	0	0	.816
Citrus #2	.042	0	0	.042
Citrus #3	.011	0	0	.011
Green Giant Company (Pillsbury)	0	.049	0	.049
Mayfair Packing Company	0	.014	0	.014
Ocean Spray Cranberries	0	.086	.102	.188
Prunes #1	.163	0	0	.163
The Nunez Company	0	0	.009	.009
Vegetables #1	.023	0	0	.023
Walnuts #2	.136	0	0	.136
Regional associations and other high-value products:				
Eastern U.S. Agricultural and Food Export Council, Inc.	.078	.064	.076	.218
Mid-America International Agri-Trade Council	.140	.087	.094	.320
National Association of State Departments of Agriculture	.261	.210	.309	.780
Southern U.S. Trade Association	.133	.095	.124	.352
Western U.S. Trade Association	.188	.156	.146	.490
U.S. Agricultural Export Development Council	.035	.035	.035	.105
Cotton, seeds, and tobacco:				
American Seed Trade Association	.117	.059	.167	.342
Cotton Council International	1.781	.724	1.009	3.514
Tobacco Cooperators	.128	.077	.096	.302
Wood products:				
National Forest Products Association	2.137	1.664	2.071	5.872
Total Foreign Market Development Program expenditures	35.004	23.307	29.346	87.657

Source: U.S. Dept. Agr., For. Agr. Serv., Marketing Programs Division, January 11, 1990.

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