

2019 Executive Farm Management Program

***Issues Facing the
SE Produce Industry
in 2019***

Charles Hall, Executive Director, GFVGA

YOUR FOCUS IS **PRODUCE**,
OUR FOCUS IS **YOU**



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- ***Unfair foreign competition***

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- ***Unfair foreign competition***
- ***Labor***

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- ***Unfair foreign competition***
- ***Labor***
- ***Regulations – EPA, DOL, OSHA***

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- *Unfair foreign competition*
- ~~*Labor*~~
- ~~*Regulations – EPA, DOL, OSHA*~~

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Growing season –

SE - J F M A M J D

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Growing season –

SE - J F M A M JD

Mexico – J F M A M JD

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\$5 billion trade deficit - \$2B/yr.

Imports - \$6B fresh fruit

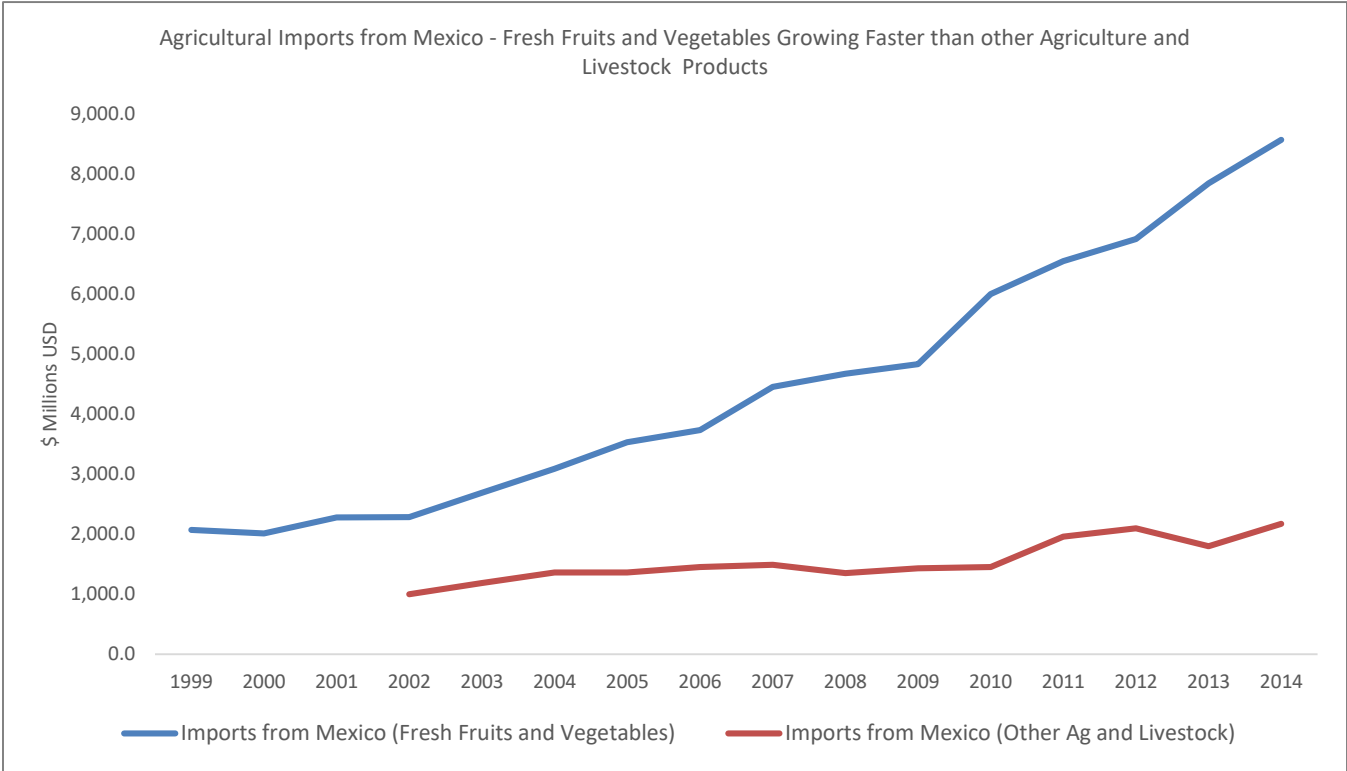
\$5.5B vegetables

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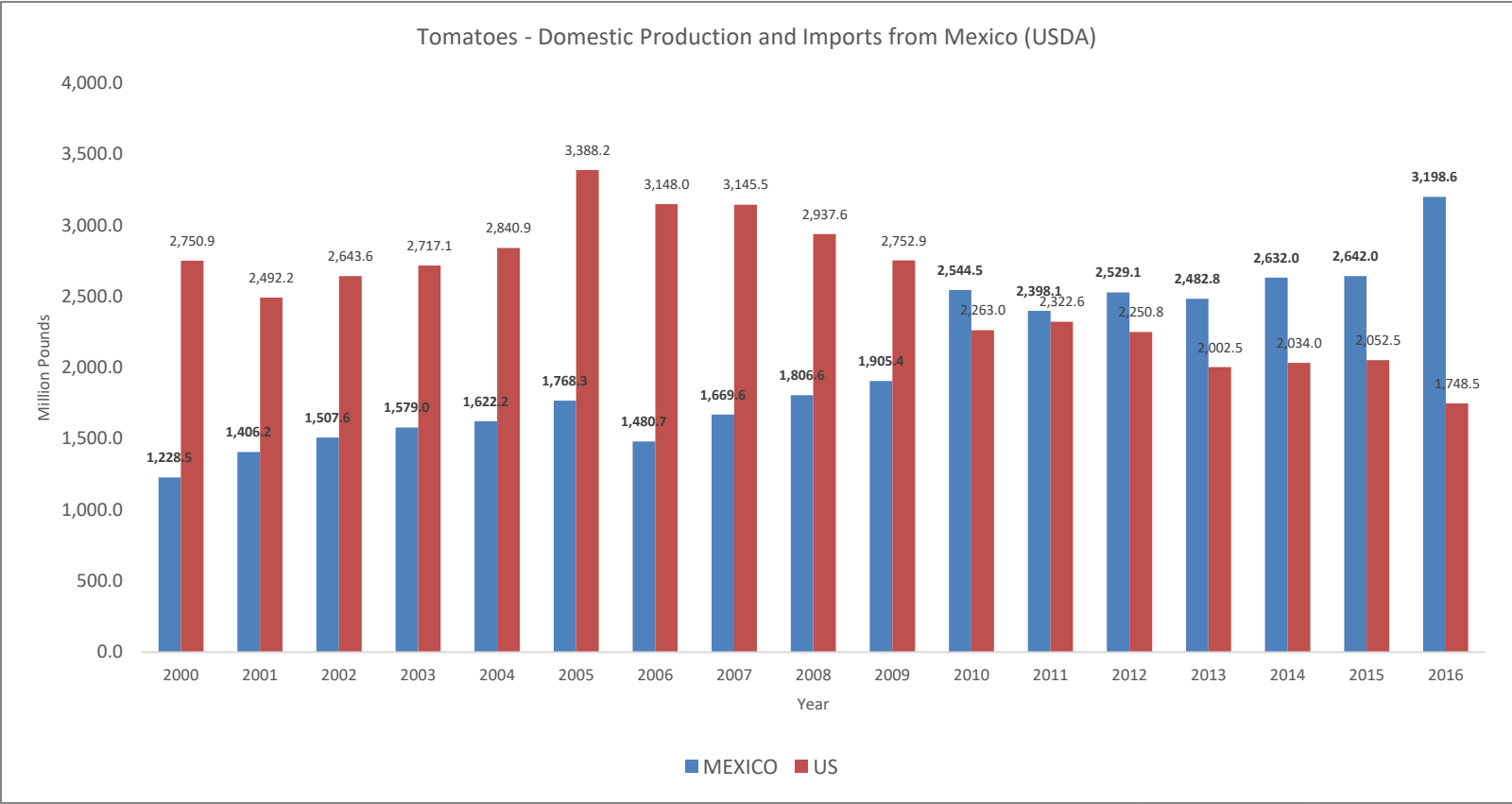
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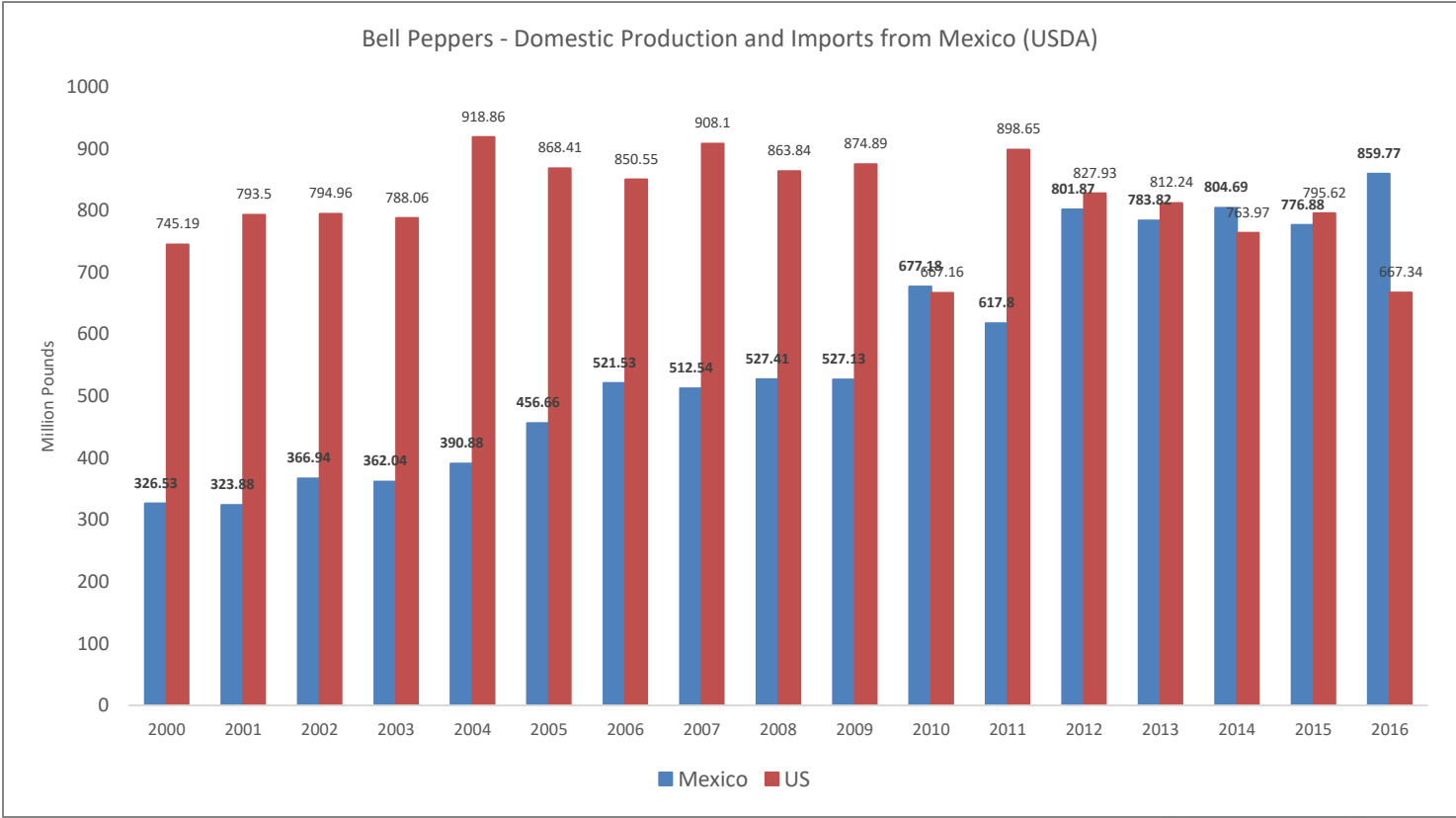
***Value of Mexican
grown tomatoes from
2002 to 2017 grew
by 233%***

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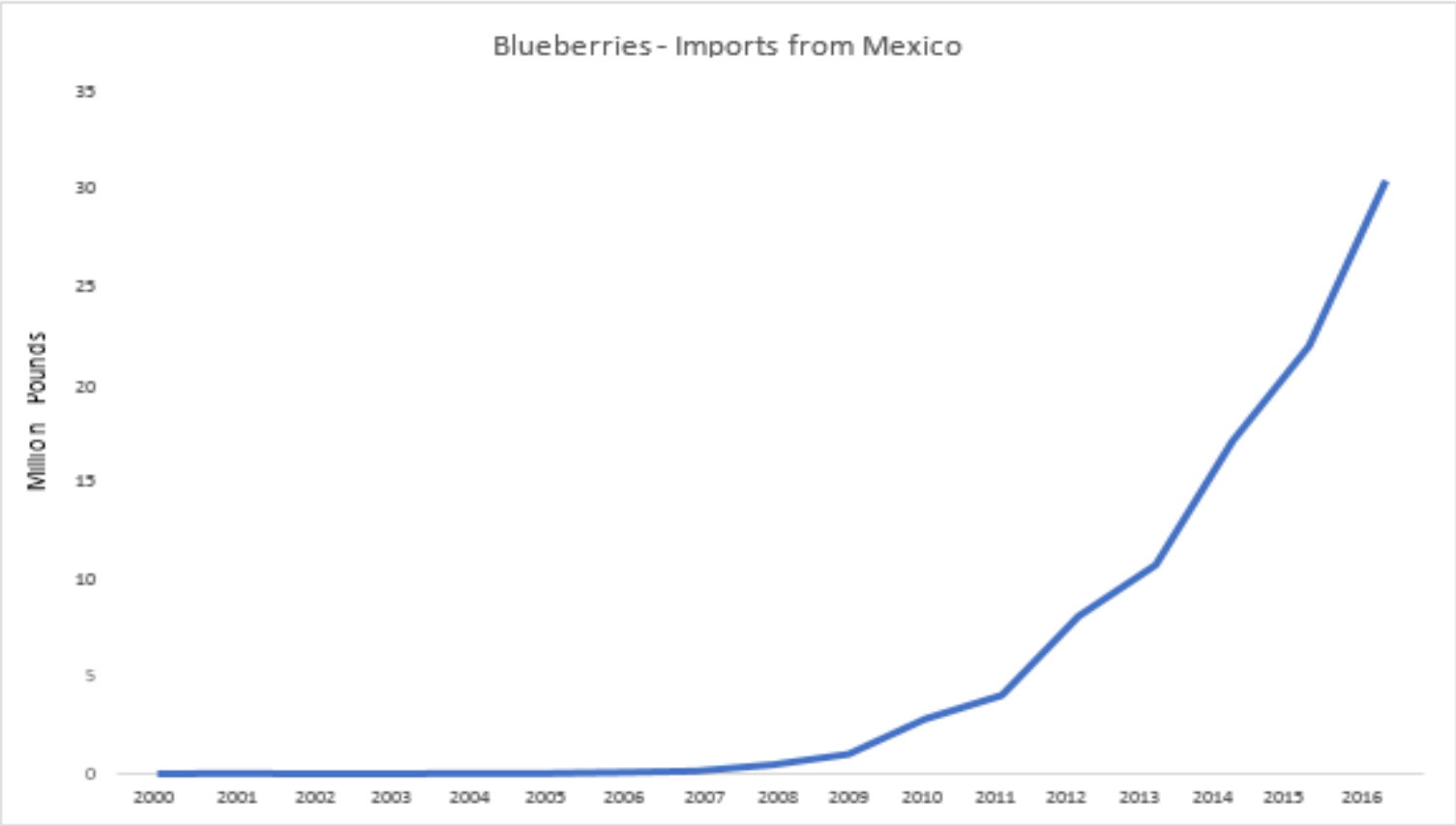
**From 2000 to 2016
Mexico imported bell pepper
increased 156%
320 million lbs. to 820 million lbs.**

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**From 2007 to 2016
Mexico blueberries increased
1290% !!
1 million lbs. to 31 million lbs.**

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How did this happen?

- ***45%-60% production cost support from government.***
- ***Product sales at below cost of production.***
- ***Reduced labor costs \$10/hr. vs. \$10/day***

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Congress passed Trade Priority and Accountability Act (TPAA) in 2015,

“eliminating practices that adversely affect trade in perishable or cyclical products, while improving import relief mechanisms to recognize the unique characteristics of perishable and seasonal goods.”

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***NAFTA negotiations
'do no harm'***

***Perishable and Seasonal
Provision FAILED!***

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How do we fix it?

- 1. Defeat USMCA.*
- 2. Introduce legislation on anti-dumping laws.*
- 3. Consumer awareness of product differentiation.*

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LABOR

The US will either have their produce harvested by foreign workers or imported from a foreign country.

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OPTIONS

- ***H-2A—growth of 16.7% in 2018***
- ***Undocumented workers***
- ***Mechanical harvesting***

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H-2A

- ***Expensive:***

GA/SC-\$11.13/hr.

NC - \$12.25

- ***Heavy admin. work***

- ***BUT Legal workers!!***

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REGULATIONS

- ***FSMA – Food safety regs***
- ***EPA***
- ***US DOL***
- ***OSHA***

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QUESTIONS ??

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