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Feb 14, 2025

Request for Proposal on Trade Policy Support

Introduction

U.S. Wheat Associates (USW) request proposals to provide support on trade policy issues that impact the U.S. wheat industry. The request is for the remainder of the 2025 calendar year and renewals will be considered for two subsequent full calendar years.

USW views trade policy as a key element to improve market access and enhance its ongoing market development efforts to increase the volume and value of U.S. wheat exports.

USW is a non-profit trade association that develops export markets on behalf of U.S. wheat producers by demonstrating the value of U.S. wheat in over 100 countries through its network of domestic and overseas offices. USW's activities are made possible by producer check-off dollars managed by 17 state wheat commissions and through cost-share funding provided by USDA's Foreign Agricultural Service. More information is available at www.uswheat.org.

Background

Open markets and fair trade are critical to the U.S. wheat industry as roughly half of U.S. wheat production is exported each year. U.S. wheat farmers have a competitive advantage in producing wheat and the United States has been the largest world wheat exporter for many years. Ensuring access to markets for U.S. producers encourages wheat production.

In the most recent 2023/24 marketing year (MY), the United States exported 18.6 million metric tons (MMT) of wheat, with a farmgate value of nearly \$4.8 billion. Despite challenging global market competition dynamics, the United States was the 4th largest country exporter of wheat in MY2023/24. In an extremely competitive wheat market, the U.S. faces competition from other leading wheat exporters, such as Australia, Argentina, Canada, the European Union, Russia, and Ukraine.

The United States produces six different classes of wheat which varies from east to west and north to south. This results in the ability of U.S. producers to provide a variety of qualities to international customers.

U.S. wheat producers face market access barriers, technical barriers, trade-distorting subsidies, and sanitary/phytosanitary (SPS) barriers in many countries. This reduces returns to farmers and disrupts market development work which is the primary focus of USW.

Trade Policy Priorities

USW has identified several trade issues as priorities that include but are not limited to the following:

- Monitoring and enforcement efforts of all WTO commitments,
- Domestic support and export subsidy policies and practices in WTO member countries,
- Negotiation of new trade agreements,
- China's government policies that impact market access for U.S. wheat,
- Turkey's wheat flour export program impacting U.S. wheat exports,
- India's domestic support and wheat trade policies,
- Black Sea region's policies that have driven production leading to increasing competition,

Scope of Work for Trade Policy Support

USW seeks a qualified consultancy to assist in and accomplish the following tasks:

- Monitor significant developments on U.S. and international policy issues that impact the U.S. wheat industry.
- Assess WTO member country obligations that affect the U.S. wheat industry and prepare recommendations for non-compliant behaviors, including domestic support, sanitary and phytosanitary (SPS) measures, tariff rate quotas, import licensing, value-added taxes, etc.
- Facilitate meetings between high-level WTO, third country and U.S. government officials and wheat industry representatives.
- Provide assistance in monitoring and developing strategies in trade agreement negotiations to create new opportunities for U.S. wheat producers.
- Assist in preparation of meetings with U.S. government officials and with responses for public comment to USTR, USDA, and other government agencies as necessary.
- Assist in developing a list of trade policy priorities and implementing strategies to address these issues.
- Respond to general trade policy questions impacting U.S. wheat producers (issues of the day).
- Develop strategies to mitigate and resolve trade issues negatively impacting U.S. wheat producers including domestic support, market access, retaliatory measures, subsidies, etc.
- Jointly identify one major trade policy issue throughout the year and conduct a more thorough analysis on its impact to U.S. wheat producers to raise with government officials.

Deliverables

1. Provide monthly reports of significant policy issues affecting the wheat industry and U.S. agriculture.
2. Prepare relevant updates regarding the outcome of major WTO, ongoing trade negotiations, and other trade policy meetings and their impact on agriculture and the U.S. wheat industry.
3. Conduct quarterly strategy meetings to review USW policy approaches.
4. Provide input in a timely manner to USW requests for response to issues of the day.
5. Provide input in a timely manner for USW request for responses to various policy submissions.

Requested Information

Please provide the following information regarding your ability to accomplish the tasks and issues previously listed. For comparison purposes, we ask that you include at a minimum the following areas:

- Qualifications and background of your company and individuals assigned to this contract,
- Previous relevant work experience and special expertise,
- Resources available to conduct the scope of work,
- Examples of previous work or other materials that demonstrate ability,
- A list of references,
- Current or expected conflict of interest,
- Project cost,
- Other relevant information as needed.

Proposal Deadline

Please return your proposal via email in MS Word or Adobe Acrobat format by the close of business on **Friday, February 28th** to:

Dalton Henry, Vice President of Policy, dhenry@uswheat.org

If you have any questions during the preparation of your proposal, please contact Dalton Henry at the email address above or 785.293.2131

The successful proposal will be awarded a monthly retainer contract through a letter of agreement that is agreed upon between U.S. Wheat Associates and the consultant.