

Ag Must Be Competitive, Seek New Markets

HONOLULU, Hawaii — For agriculture to survive the changes taking place in Washington, "we must be competitive on the supply and marketing side and seek new and expanded markets on the demand side," National Council of Farmer Cooperatives President Wayne Boutwell told cooperative members recently at the 66th annual meeting.

He told the group that "the new Congress is going to be probusiness, prowork, antiregulation, and antigovernment assistance. To the extent that they are successful, it will provide some benefits and present some challenges to agriculture."

Boutwell explained that the issue that will most dominate the debate will be the budget. The

immediate impact for agriculture will be the budget resolution covering the next seven years.

"This is where the baseline levels of spending for various programs will be established. For agriculture, this will be the process that establishes the funding for the 1995 Farm Bill," he said.

"The challenge in writing the 1995 farm bill will be how to fit all the needs into a shrinking budget and, at the same time, win a debate over whether or not the government needs to be involved in agriculture," the co-op leader said. "One thing is for sure, the pressure will be on to make further cuts in agricultural spending across the board." Realizing this, NCFC helped organize a coalition within the agriculture community to try to keep agriculture from taking a

disproportionate share of any budget cuts.

In the final analysis, however, agriculture will have less government support, Boutwell pointed out. "This will create a greater need for farmer cooperatives to help enhance farm income and provide stability. We will be looking for opportunities to make improvements in the tools available to cooperatives to meet this need," he said.

The NCFC chief encouraged each co-op leader to contact their members of Congress. "There is nothing more important in today's environment than for members of Congress to hear directly from their constituents," he said. "Together, we can help maintain a sound policy for agriculture and cooperatives."

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