

BOYLE OPENING COMMENTS

- I WOULD LIKE TO THANK EVERYONE FOR COMING TODAY.
- I AM IMPRESSED WITH THE DIVERSITY OF PARTICIPANT HERE TODAY. THE STRENGTH AND VITALITY OF VIRGINIA'S AGRICULTURE IS BASED ON THE DIVERSITY OF THE STATE'S AGRICULTURE BASE.
- THIS WORKSHOP IS AN EXCITING OPPORTUNITY FOR THE VIRGINIA FARM BUREAU AND VIRGINIA TECH TO COLLABORATE IN SUPPORT OF VIRGINIA AGRIBUSINESS.
- WE WOULD LIKE TO THANK BOB STALLMAN, PRESIDENT OF THE AMERICAN FARM BUREAU, FOR TAKING THE TIME TO BE WITH US TODAY.
- WE WOULD ALSO LIKE TO THANK SECRETARY BLOXOM AND COMMISSIONER HAYMORE FOR PARTICIPATING IN THE WORKSHOP.
 - SECRETARY BLOXOM IS OUR LUNCH SPEAKER.
- WE ARE PLEASED TO HAVE DR. JOE GLAUBER, CHIEF ECONOMIST AT USDA, WITH US TODAY – JOE AND I WERE CLASSMATES AT THE UNIVERSITY OF WISCONSIN AND IT IS GOOD TO SEE ONE'S PEER ACHIEVE IMPORTANT SUCCESSES.
- I WOULD ALSO LIKE TO THANK DICK CROWDER, JASON GRANT AND GORDON GROOVER OF THE DEPARTMENT OF AGRICULTURAL AND APPLIED ECONOMICS AT VIRGINIA TECH FOR TAKING THE INITIATIVE TO ORGANIZE THIS WORKSHOP IN COLLABORATION WITH THE VIRGINIA FARM BUREAU AND OTHER SPONSORS.
- WE ARE IN CHALLENGING ECONOMIC TIMES, BUT THE OPPORTUNITIES FOR INTERNATIONAL TRADE OF AGRICULTURAL PRODUCTS IS TREMENDOUS.
- TO ASSIST VIRGINIA AGRICULTURE WE HAVE ADDED THREE KEY FACULTY TO THE DEPARTMENT OF AGRICULTURAL AND APPLIED ECONOMICS AT VIRGINIA TECH:
 - WE WERE VERY FORTUNATE TO HAVE FORMER AMBASSADOR AND AGRICULTURAL TRADE NEGOTIATOR, DR. RICHARD CROWDER JOIN OUR FACULTY IN SEPTEMBER 2008.

- DR. MARY MARCHANT JOINED OUR FACULTY IN DECEMBER 2008 AND STUDIES BIOTECHNOLOGY AND SOYBEAN TRADE WITH CHINA.
- DR. JASON GRANT JOINED THE FACULTY IN SEPTEMBER 2007 AND STUDIES BILATERAL AND MULTILATERAL TRADE AGREEMENTS.
- LET ME SHARE A FEW FACTS WITH YOU:
 - 1/3 OF THE GROSS VALUE OF VIRGINIA'S AGRICULTURAL PRODUCTS ARE EXPORTED.
 - VIRGINIA AGRICULTURE, FISHERIES AND FORESTRY ARE TWICE AS DEPENDENT ON EXPORT MARKETS AS ARE OTHER VIRGINIA INDUSTRIES.
 - FROM A NATIONAL PERSPECTIVE, U.S. AGRICULTURE HAD A RECORD TRADE SURPLUS IN 2008 WHILE THE U.S. ECONOMY HAD A TRADE DEFICIT.
- SUCCESSFUL PARTICIPATION IN GLOBAL MARKETS IS KEY TO:
 - MAINTAINING AND ENHANCING MARKET SHARES,
 - THE PRICE RECEIVED FOR EXPORT PRODUCTION AND DOMESTIC SALES, AND
 - CONTROLLING INPUT COSTS.
- I WOULD LIKE TO THANK THE VIRGINIA FARM BUREAU FOR PARTNERING IN ORGANIZING AND SPONSORING THIS WORKSHOP, AND THE WONDERFUL VENUE THEY HAVE PROVIDED FOR US TODAY.
- I WOULD LIKE TO EXTEND A SPECIAL THANK YOU TO MR. PRYOR, PRESIDENT OF VIRGINIA FARM BUREAU, AND WELCOME HIM TO THE PODIUM.