



**INTERNATIONAL
COFFEE
ORGANIZATION**

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**Request for consideration of the
coffee sector in negotiations on
tariffs – Letter to the Secretary
of State of the United States of
America**

1. The Executive Director attaches, for the information of ICO Members, the Coffee Public-Private Task Force and the Private Sector Consultative Board, a letter sent to the Secretary of State of the United States of America containing a request for consideration of the coffee sector in negotiations on US import tariffs.

OL-001/18/2025

The Honourable Marco Rubio
Secretary of State
U.S. Department of State
2201 C Street NW
Washington, DC 20520
United States of America

London, 7 April 2025

Subject: ICO's request for consideration of the coffee sector in negotiations on US import tariffs

Dear Mr Secretary,

The International Coffee Organization (ICO) is the only global intergovernmental organization concerning coffee, bringing together the major coffee producing countries covering 93% of coffee production and many important consuming countries and regions, representing 63% of consumption in the world.

As the Trump Administration implements the America First Trade Policy agenda and advances with trade policies that benefit the US, US Consumers and the US economy, we welcome your openness to receiving our information about coffee's direct and indirect benefits to the US, US coffee drinkers and workers and to the US economy.

We are confident that the Administration will find that coffee is not a product of unfair or non-reciprocal trade. Coffee is mainly an import product to the US, given that there is no domestic alternative for coffee production in the US due to climatical circumstances (except and with respect to areas in Hawaii and Puerto Rico). Moreover, coffee is the US's favourite beverage, consumed daily by two thirds of adult Americans. With its proven positive health impact, coffee is not replaceable by any other drink in the US. In this context, the ICO believes that the tariffs proposed under the America First policy, could significantly harm the US coffee economy and consumers. The ICO is also concerned about interruption of the very positive impact that the US has had via its coffee imports on the wellbeing and stability of communities of coffee producers in your coffee-supplying regions.

Considering that the US is the single biggest market globally for coffee, with 15.2% of world's coffee consumption and an import value of \$7.4 billion, the scale of the impact of the imposed tariffs (of on average 20%) will be very significant. Furthermore, with \$300 million daily spent on coffee by consumers in the US, the decrease in consumption following price increases of

coffee will very likely be considerable, exacerbating the already existing high prices of coffee today. Hence, the US coffee industry, adding a value of \$343 billion to the US economy annually, both directly (by its activities of shipping, storing, roasting, branding and distributing coffee) and indirectly, supporting 2,2 million jobs in the US, will be negatively impacted.

Coffee is produced by 25 million smallholders providing employment to at least 100 million rural people in Central America and the Caribbean, South America, Asia and the Pacific, and Africa. Coffee is the motor of economically thriving and socially stable communities in these regions. Whereas the US has had an acknowledgeable positive and stabilizing impact on these origins by the simple act of trading coffee, the possible disruptive effect on coffee producing countries of the import tariffs of between 10% and 47% is undeniable.

On behalf of our Members and especially on behalf of our coffee producing Members, in favour of the vibrant US coffee economy and its coffee consumers and taking into consideration the stability and economic growth of coffee smallholder communities, we respectfully request that the Administration consider the important role of the coffee sector during further negotiations on the proposed tariffs, including the potential for a reduction, or elimination of these tariffs.

For your ease we add in the annex an overview of ICO's coffee producing Members that would be subject to import tariffs for their coffee exports to the US.

We avail ourselves of this opportunity to renew the assurances of our highest consideration.

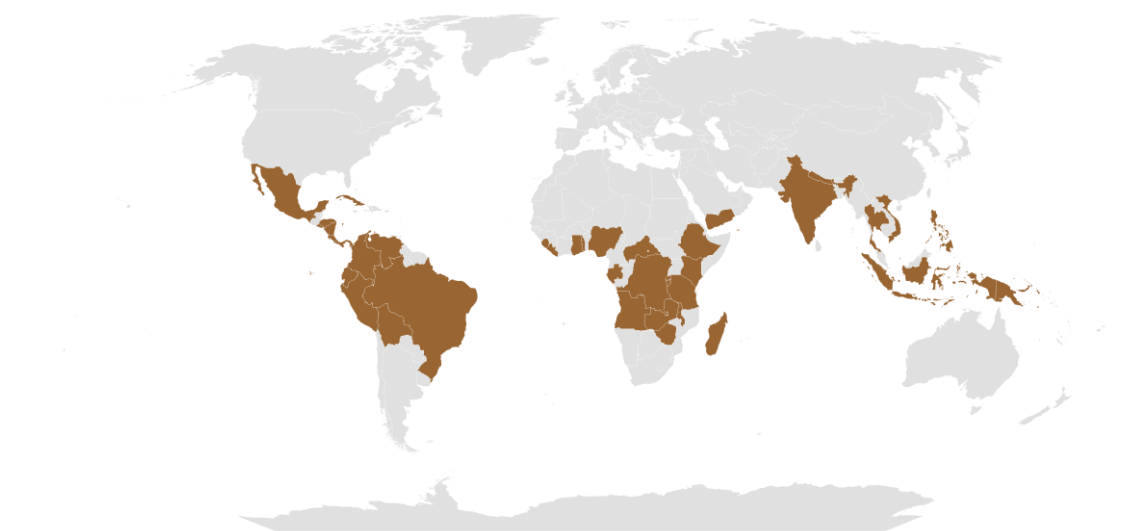


Vanúsia Nogueira
Executive Director

CC: The Honourable Jamieson Greer

ANNEX

Please find below ICO's Members from coffee producing countries that would be affected by the proposed US tariffs on their exports of coffee to the US.



Central America, Caribbean and Mexico

Costa Rica

Cuba

El Salvador

Honduras

Nicaragua

Mexico

Panama

South America

Bolivia

Brazil

Colombia

Ecuador

Peru

Venezuela

Africa

Angola

Burundi

.../... ICO Members from coffee producing countries that will be affected by the proposed US tariffs on their exports of coffee to the US.

Cameroon
Central African Republic
DR Congo
Ethiopia
Gabon
Ghana
Kenya
Liberia
Madagascar
Malawi
Nigeria
Rwanda
Sierra Leone
Tanzania
Togo
Zambia
Zimbabwe
Asia and Pacific
India
Indonesia
Nepal
Papua New Guinea
Philippines
Thailand
Timor Leste
Vietnam
Yemen