

Wolf & Associates

THE ORGANIC SPECIALISTS

TARIFFS, TURBULENCE & TRUTHS

APRIL 30, 2026



Be Empowered by Deep Knowledge

Meet Our Panelists



Be Empowered by Deep Knowledge

How Tariffs and Trade Policy Impact Organic Integrity.

Chris Anderson

President, Sustainable Strategies

- Tariffs 101
- Multiple Tariff Impacts
- Supply Chain Shifts
- Actions You Can Take



How Trade Tariffs Work

Imposition

A country's government decides to place a tariff on a specific product, like organic soy meal, wine, or beef

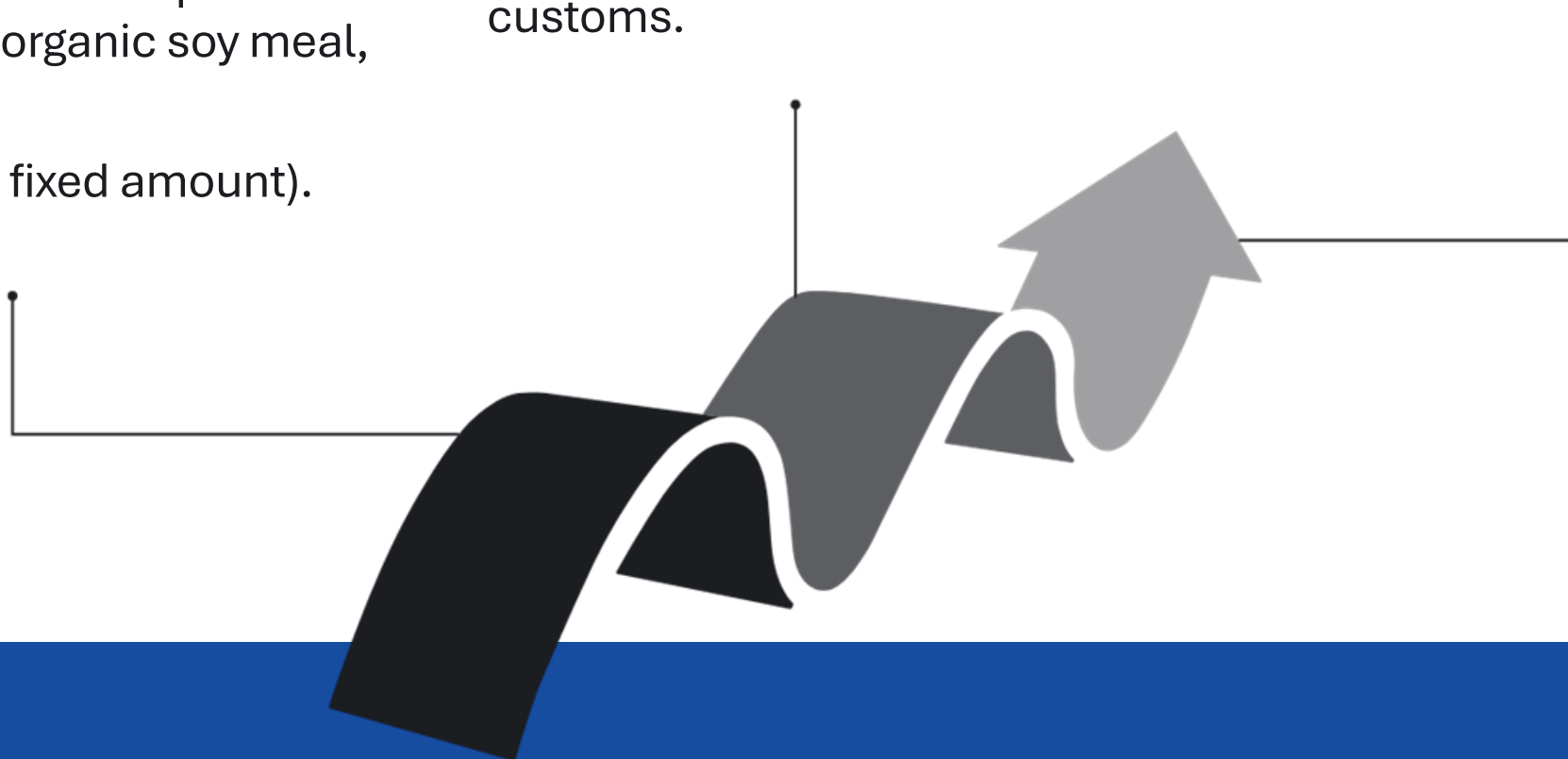
(ex. 25% or a fixed amount).

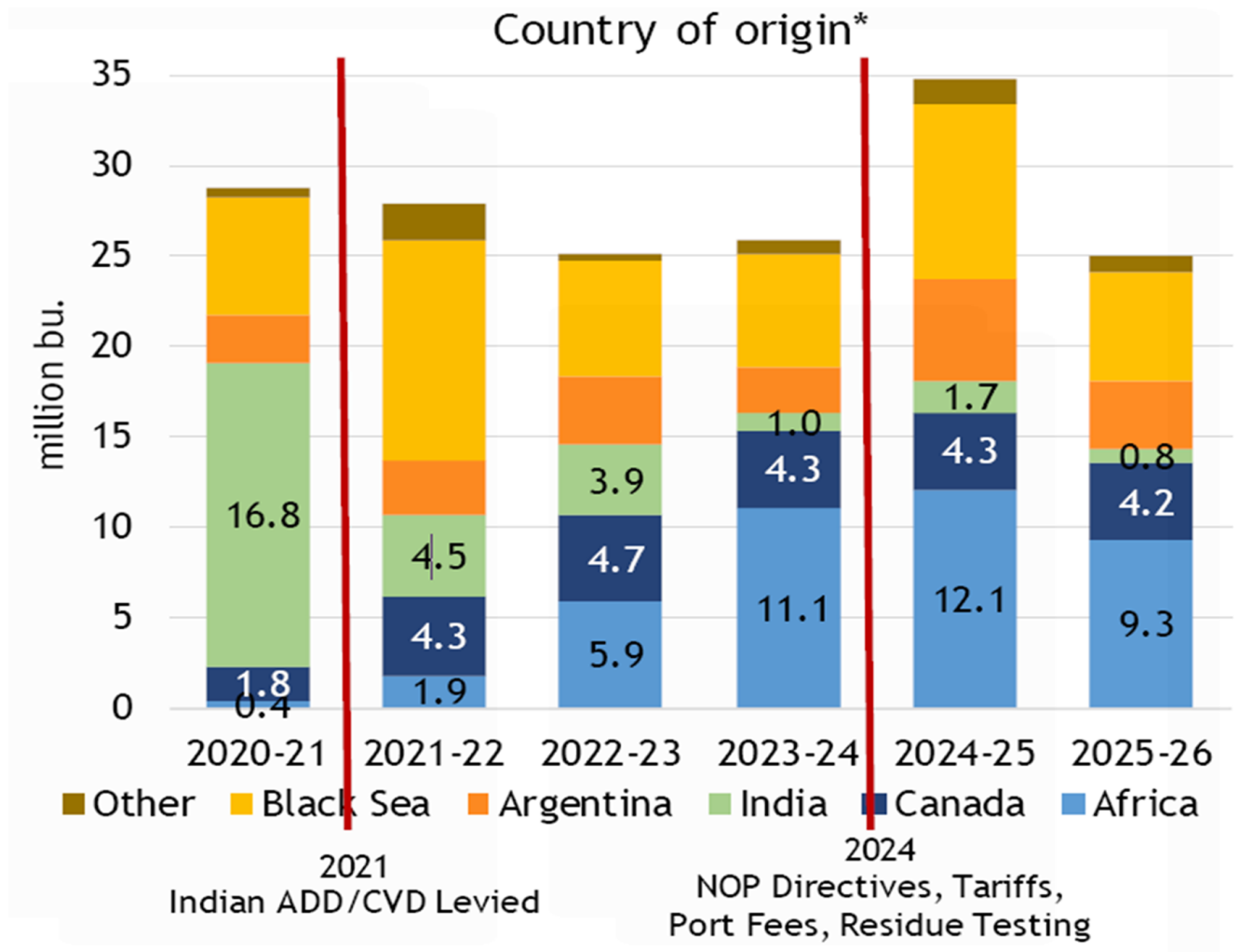
Collection

When that product ships, the **IMPORTER** is **RESPONSIBLE** for **PAYING** the tariff to customs.

Impact

Cost is **ALMOST ALWAYS** passed down the chain from importer to wholesaler, processor, retailer, and onto the end consumer.





Tariff's Increase

Price hikes for traders, brands, and consumers

Organic Integrity

Increased complexity creates significant opportunities for fraud.

Traceability Burden

Supply chain complexity complicates traceability and increases certification burdens.

Actions for Organic Traders

Leverage available data combined with trade policy knowledge

USDA GATS

Regularly review import & export certificate histories to detect unusual patterns

Focus on commodities most vulnerable to fraud

Incorporate tariff and trade policy of source countries into your risk analysis

Analyze shipment timing relative to tariff dates for risk spikes

Unpacking The Impacts Of U.S. Tariff Policy On Organic Markets

Tom Chapman

Co-CEO Organic Trade Association

- Government Trade Tools
- Import Market Impact
- Export Market Impact
- Tariff-ying Impacts



Government Trade Tools

IEEPA

Scope: Any

Justification: National Emergency

Limitations: None

Investigation: None

Status: SCOTUS invalidated;
CBP refund process

Section 122

Scope: Country-Specific

Justification: Balance-of-payments deficit

Limitations: 150 days and 15% max

Investigation: None

Status: Worldwide, effective 1/24-7/24/2026, 10% rate; some exceptions; legal challenges

Section 201

Scope: Sector-specific

Justification: Import surge causing serious injury to U.S. industry

Limitations: None

Investigation: ITC investigation

Status: Not currently used

Section 232

Scope: Sector-specific

Justification: National security

Limitations: None

Investigation: Commerce investigation

Status: Steel/Aluminum;
Autos/Parts; Copper; Heavy Vhcls/Parts; Pharmaceuticals

Section 301

Scope: Country-specific

Justification: Unfair trade practice

Limitations: None

Investigation: USTR investigation

Status: Investigations for China – Phase 1; Brazil; Force Labor (60 countries); Excess Capacity (60 countries)

Other Tariff Levers

De Minimis

USMCA, AOGA, GSP

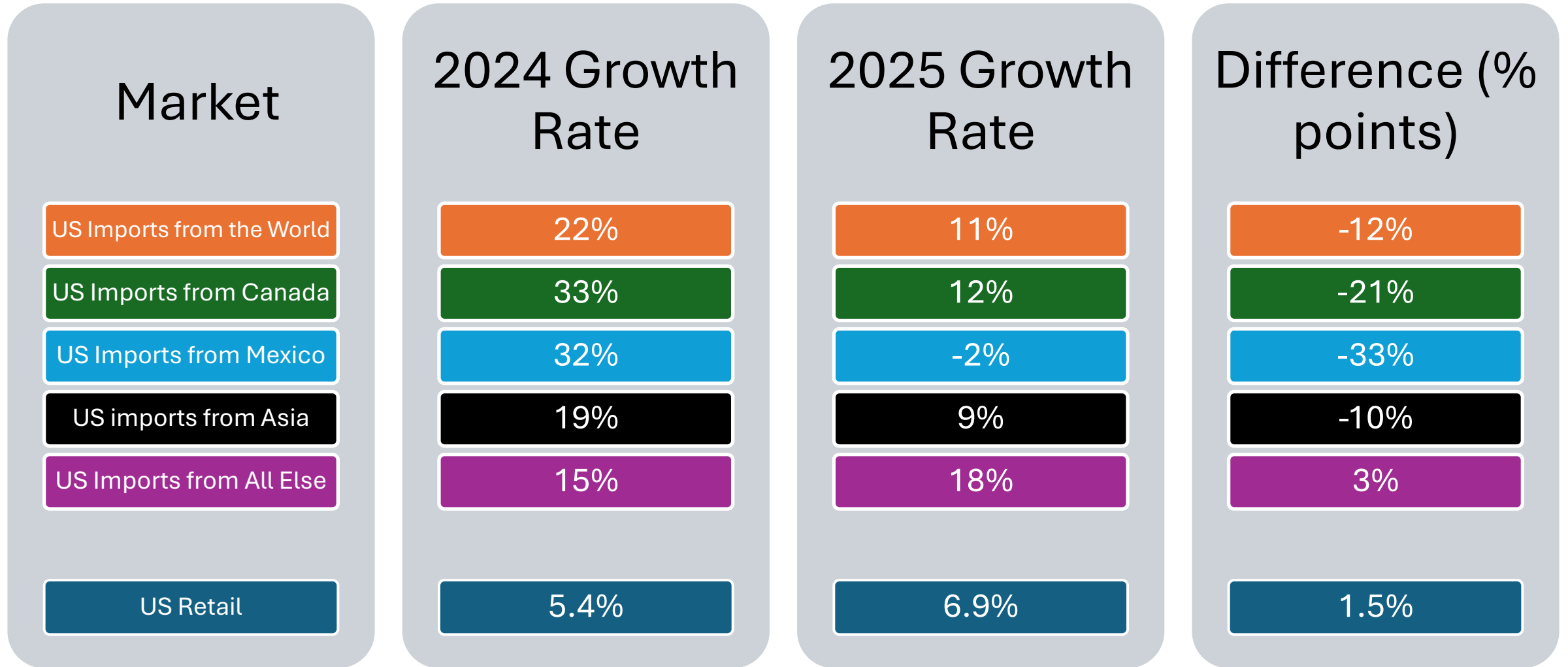
Sugar TRQ/Specialty Sugar Quota

AD/CVD and suspension

agreements

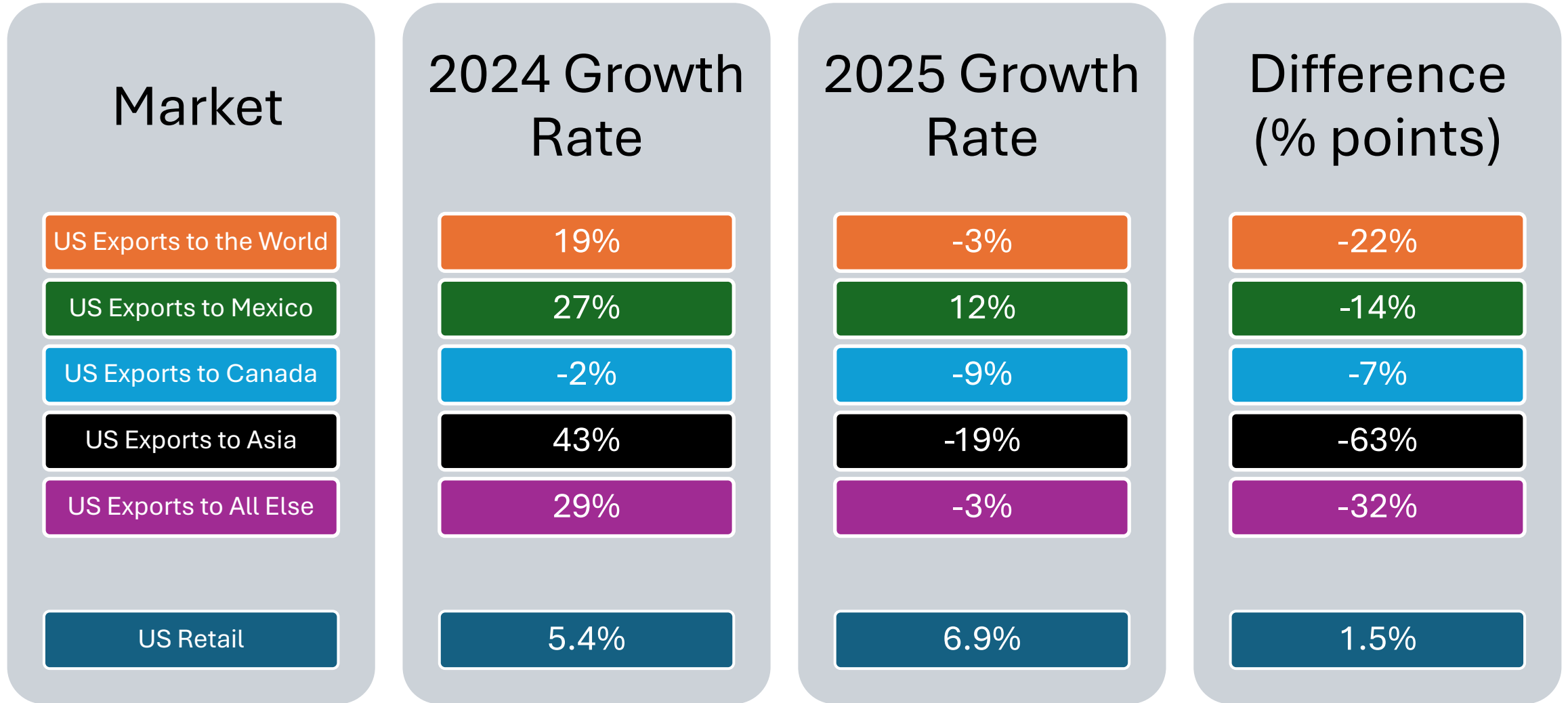


Import Market Impact



Growth as a measurement of USD value. US Census Import Data for organic specific HTS codes available fully from 2023-2025

Export Market Impact



Growth as a measurement of USD value. US Census Export Data for organic specific export codes available fully from 2023-2025

Tariff-ying Impacts

Long Term

- US sentiment
- Trade relationships
- Harder onshoring/
friend shoring
- Demand impact
- Long term
winners/losers
- Uncertainty

Short term

- Retaliation
- Easy onshoring/friend
shoring
- Inflation
- Winners/losers
- Uncertainty

Immediate

- Cost
- Uncertainty

Importing Essentials from the Field

John Foster

President, Wolf & Associates

- Key import certification requirements for organic operators
- Common documentation gaps that create delays or compliance risk
- How changing trade rules affect import verification workflows
- Opportunities to strengthen supplier coordination and oversight
- Practical strategies for operators navigating audits and inspections



Organic Import Certification

- NOP Import Certificates are now central to import control.
- Roles must be clearly understood before the shipment moves.
- Import workflow starts before the shipment, not at the port.
- SOE has raised the bar for traceability.



Common Gaps, Errors, and Concerns

- Documentation gaps
- Role and certification gaps
- Risk-management gaps



Building Effective Import Workflows

- Trade changes affect organic workflows indirectly but significantly
- Supplier coordination becomes a compliance function.
- Practical strategies audit and inspection readiness



Thank You - Let's Stay In Touch

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