Peoria Area World Affairs Council, the Institute of International Studies and the International Trade Center at Bradley Program NAFTA: Past. Present. Future

Impact on Illinois

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The States Benefiting the Most From NAFTA
States with the most jobs supported by trade with Canada/Mexico attributable to NAFTA

- California: 575,190
- Texas: 387,067
- New York: 318,169
- Florida: 285,754
- Illinois: 211,377
- Pennsylvania: 206,209
- Ohio: 187,968
- Georgia: 155,397
- North Carolina: 152,422
- Michigan: 146,985

Total: 4,975,384

Source: U.S. Chamber of Commerce
Mexico: jobs and trade
About 5 million U.S. jobs depend on trade with Mexico, led by these states:

2014 jobs, in thousands

- California: 566
- Texas: 382
- New York: 322
- Florida: 290
- Penn.: 200
- Illinois: 200

Texas 2016 exports, in billions

- Mexico $93
- Canada $20
- China $11
- Brazil $7
- S. Korea $7

SOURCE: Mexico Institute at the Wilson Center; U.S. Census Bureau
Laurie Joseph/Staff Artist
NAFTA & Illinois Agriculture

NAFTA (North American Free Trade Agreement) is the most important trade agreement for Illinois farmers.

U.S. ag and food exports to Canada and Mexico have more than quadrupled
Created 5-6 million American jobs and support more than 200,000 jobs in Illinois
2 in every 10 acres on Illinois farms are planted to feed Canada and Mexico

Illinois farmers export to NAFTA countries:

- 6% of their soybeans
- 40% of their corn
- 34% of their pork
- 6-10% of their dairy
- 5% of their wheat
- 13% of their beef

Jobs

In 2017, Illinois agricultural exports to Canada and Mexico totaled $2.11 billion supporting 18,829 jobs

In 2017, Illinois feed grain exports alone to Canada & Mexico supported more than 5,000 jobs

NAFTA supports more than 200,000 Illinois jobs

Processed Foods Exports from Illinois

Illinois food processing industry is one of the largest in the nation. Illinois exports $1.4 billion in consumer oriented agricultural products each year, supporting 12,000 jobs.

ilfb.org/trade  We support #trade  #tradeno tariffs
FIGURE 1. SHARE OF TOTAL AGRICULTURAL EXPORTS TO NAFTA, 2016

PERCENTAGE OF VALUE
- Less than 25%
- 25% to 50%
- Greater than 50%

Source: USDA ERS, FAS, AFBF Calculations
Flow of trade between NAFTA partners

Billions of dollars worth of goods move each day between the United States and its neighbors — far more than when NAFTA went into effect in 1994.

NAFTA: WHAT’S IT DONE FOR YOU?

LET’S LOOK AT U.S. EXPORTS OVER THE YEARS

**CORN**
- **TO CANADA**
  - IN 1991: 38 MILLION BUSHELS
  - IN 2016: 47 MILLION BUSHELS
- **TO MEXICO**
  - IN 1991: 67 MILLION BUSHELS
  - IN 2016: 513 MILLION BUSHELS
- **WHERE DID CORN GO IN 2016?**
  - MEXICO AND CANADA: 28%

**BEEF**
- **IN 1980s:** <500 MILLION POUNDS
- **IN 2016:** 2.55 BILLION POUNDS
- **WHERE DID BEEF GO IN 2016?**
  - MEXICO AND CANADA: 27%
  - JAPAN: 26%

**PORK**
- **1980s:** 129 MILLION POUNDS
- **2016:** 5.2 BILLION POUNDS
- **WHERE DID PORK GO IN 2016?**
  - MEXICO AND CANADA: 41%
  - JAPAN: 23%

**SOYBEANS**
- **TO CANADA**
  - 1991: 4 MILLION BUSHELS
  - 2016: 12 MILLION BUSHELS
- **TO MEXICO**
  - 1991: 79 MILLION BUSHELS
  - 2016: 150 MILLION BUSHELS
- **WHERE DID SOYBEANS GO IN 2016?**
  - MEXICO AND CANADA: 8%

**POULTRY**
- **1980s:** 3% OF TOTAL PRODUCTION
- **2016:** 15% OF TOTAL PRODUCTION
- **WHERE DID POULTRY GO IN 2016?**
  - MEXICO: 21%
  - CANADA: 5%

Sources: University of Illinois, Purdue University
## Top 10 export markets for US soybeans and products

<table>
<thead>
<tr>
<th>Rank</th>
<th>Soybeans</th>
<th>Mil $</th>
<th>Soybean oil</th>
<th>Mil $</th>
<th>Soybean meal</th>
<th>Mil $</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>China</td>
<td>12,346</td>
<td>Mexico</td>
<td>213</td>
<td>Mexico</td>
<td>727</td>
</tr>
<tr>
<td>2</td>
<td>EU</td>
<td>1,822</td>
<td>Dom Republic</td>
<td>104</td>
<td>Philippines</td>
<td>704</td>
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<tr>
<td>3</td>
<td>Mexico</td>
<td>1,493</td>
<td>Korea, South</td>
<td>104</td>
<td>Canada</td>
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<tr>
<td>4</td>
<td>Japan</td>
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<td>53</td>
<td>Colombia</td>
<td>303</td>
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<tr>
<td>5</td>
<td>Indonesia</td>
<td>895</td>
<td>China</td>
<td>47</td>
<td>Thailand</td>
<td>212</td>
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<tr>
<td>6</td>
<td>Taiwan</td>
<td>582</td>
<td>Venezuela</td>
<td>41</td>
<td>Dom Republic</td>
<td>196</td>
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<tr>
<td>7</td>
<td>Thailand</td>
<td>352</td>
<td>Peru</td>
<td>41</td>
<td>EU</td>
<td>191</td>
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<td>8</td>
<td>Bangladesh</td>
<td>305</td>
<td>Guatemala</td>
<td>36</td>
<td>Venezuela</td>
<td>154</td>
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<td>9</td>
<td>Vietnam</td>
<td>298</td>
<td>Morocco</td>
<td>33</td>
<td>Guatemala</td>
<td>141</td>
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<td>Canada</td>
<td>24</td>
<td>Ecuador</td>
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</table>
## Top US feed grain markets, 2015-17

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>Exports 2015-17 (mil MT)</th>
<th>Rank</th>
<th>Country</th>
<th>Exports 2015-17 (Mil MT)</th>
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<tr>
<td>1</td>
<td>Mexico</td>
<td>13.439</td>
<td>1</td>
<td>China</td>
<td>6.360</td>
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<tr>
<td>2</td>
<td>Japan</td>
<td>11.769</td>
<td>2</td>
<td>Mexico</td>
<td>0.477</td>
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<tr>
<td>3</td>
<td>Colombia</td>
<td>4.564</td>
<td>3</td>
<td>Japan</td>
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<tr>
<td>4</td>
<td>Korea, South</td>
<td>4.097</td>
<td>4</td>
<td>Sudan</td>
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<tr>
<td>5</td>
<td>Peru</td>
<td>2.549</td>
<td>5</td>
<td>Canada</td>
<td>0.085</td>
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<tr>
<td>6</td>
<td>Taiwan</td>
<td>2.243</td>
<td>6</td>
<td>Kenya</td>
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<tr>
<td>7</td>
<td>Saudi Arabia</td>
<td>1.568</td>
<td>7</td>
<td>Pakistan</td>
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<td>Djibouti</td>
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<tr>
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<td>Guatemala</td>
<td>0.886</td>
<td>9</td>
<td>South Africa</td>
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<td>10</td>
<td>Costa Rica</td>
<td>0.708</td>
<td>10</td>
<td>Somalia</td>
<td>0.045</td>
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</table>

Source: US Dept Commerce
Top 10 export markets for meat products

<table>
<thead>
<tr>
<th>Rank</th>
<th>Beef</th>
<th>Mil $</th>
<th>Pork</th>
<th>Mil $</th>
<th>Poultry</th>
<th>Mil $</th>
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<tr>
<td>1</td>
<td>Japan</td>
<td>1,561</td>
<td>Japan</td>
<td>1,581</td>
<td>Mexico</td>
<td>964</td>
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<td>2</td>
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<td>Mexico</td>
<td>1,381</td>
<td>Canada</td>
<td>521</td>
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<tr>
<td>3</td>
<td>Mexico</td>
<td>1,016</td>
<td>Canada</td>
<td>790</td>
<td>Hong Kong</td>
<td>434</td>
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<tr>
<td>4</td>
<td>Canada</td>
<td>818</td>
<td>China</td>
<td>601</td>
<td>Taiwan</td>
<td>147</td>
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<tr>
<td>5</td>
<td>Hong Kong</td>
<td>790</td>
<td>Korea, South</td>
<td>437</td>
<td>Angola</td>
<td>117</td>
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<tr>
<td>6</td>
<td>Taiwan</td>
<td>364</td>
<td>Hong Kong</td>
<td>352</td>
<td>Cuba</td>
<td>115</td>
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<tr>
<td>7</td>
<td>European Union-28</td>
<td>268</td>
<td>Australia(*)</td>
<td>186</td>
<td>Guatemala</td>
<td>109</td>
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<td>8</td>
<td>Egypt</td>
<td>108</td>
<td>Colombia</td>
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<td>Chile</td>
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<td>United Arab Emirates</td>
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<td>Philippines</td>
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<td>Vietnam</td>
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<td>10</td>
<td>Philippines</td>
<td>60</td>
<td>Dominican Republic</td>
<td>60</td>
<td>Philippines</td>
<td>79</td>
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</tbody>
</table>
Bilateral trade with Mexico, 2014-16

US exports to Mexico

- Feed Grain Prods
- Beef Variety Meats
- Turkeys, Fr/Froz
- Rice-Paddy, Milled
- Beverages Ex Juice
- Seeds, Field/Garden
- Other Grain Prods
- Cotton, Ex Linters
- Cheese
- Chickens, Fr/Froz
- Nonfat Dry Milk
- Other Feeds & Fodder
- Wheat, Unmilled
- Related Sugar Prod
- Misc Hort Products
- Beef & Veal Fr/Froz
- Soybean Meal
- Pork, Fr/Froz
- Soybeans
- Corn

US imports from Mexico

- Other Dairy Products
- Other Bulk Commodities
- Roasted & Instant Coffee
- Bananas and Plantains
- Other Vegetable Oils
- Coffee, Unroasted
- Other Intermediate...
- Fruit & Vegetable Juices
- Raw Beet & Cane Sugar
- Sugars, Sweeteners, Bev...
- Live Animals
- Tree Nuts
- Other Consumer Oriented
- Red Meats, FR/CH/FR
- Processed Fruit &...
- Snack Foods
- Wine and Beer
- Other Fresh Fruit
- Fresh Vegetables

Bil USD

Bil USD
Corn exports to Mexico

Since NAFTA was implemented in 1994, Mexico has steadily increased the amount of corn it buys from the U.S.

(In millions of metric tons)

Source: U.S. Department of Agriculture

Los Angeles Times
Figure 2. Soybean Tariff Profile

0% 🇺🇸
The U.S. tariff on soybeans is 0% for free trade agreement partners.

3% 🇨🇳
China - Soybeans are subject to a 3% tariff.
However, with retaliatory tariffs, the tariff on U.S. soybeans is now 28%, while competitors continue to pay a 3% tariff.

0% 🇨🇦 and 🇲🇽
Due to NAFTA the U.S. is subject to a 0% tariff on soybean exports to Canada and Mexico.
Without NAFTA, the U.S. would be subject to an average of 7.5% tariff on soybeans to Mexico- the same our competitors without FTAs.

0% 🇪🇺 and 🇯🇵
The EU and Japan’s tariff on soybeans is 0%.
The U.S. exported 2.5 billion dollars worth of soybeans to our FTA partners alone in 2017 - up 11 percent from 2016.

In 2017, the U.S. imported $368 million and exported $21.5 billion in soybeans. The U.S. had a trade surplus of over $21 billion in soybeans.
The U.S exported $12.3 billion in soybeans to China in 2017, making China our largest customer.
Mexico is our 2nd largest customer of U.S. soybeans. In 2017, the U.S. exported $1.7 billion in soybeans to Mexico. Also in 2017, the U.S. exported $145 million in soybeans to Canada.
Japan is our 3rd largest customer for U.S. soybeans, spending $274 million in 2017. The EU purchased $1.6 billion worth of U.S. soybeans.

Source: WTO
Figure 1. Durum Wheat Tariff Profile

0% The U.S. tariff on durum wheat is 0% for free trade agreement partners. The U.S. tariff for non-FTA partners that are WTO members is $0.65/kg.

1%, 65% China - A limited quantity of durum wheat is subject to a 1% tariff while the rest pays 65%.

Due to NAFTA, the U.S. is subject to a 0% tariff on durum wheat exports to Canada and Mexico.

With retaliatory tariffs, the tariff on U.S. wheat is now 26% for the limited quantity and 90% for the rest.

Without NAFTA, the U.S. would be subject to a 24.5% tariff on wheat to Canada and 15% to Mexico.

0% Japan’s tariff on durum wheat is 0%.

Mexico is our largest customer of U.S. wheat. In 2017, the U.S. exported $855 million in wheat to Mexico. Also in 2017, the U.S. exported $17 million worth of wheat to Canada.

In 2017, the U.S. imported $687 million and exported $6 billion in wheat. The U.S. had a trade surplus of over $5.3 billion in wheat.

Japan is our 2nd largest customer for U.S. wheat, spending $713 million in 2017. South Korea purchased $328 million of U.S. wheat in 2017, making them our 6th most important market.

Source: WTO
Figure 3: U.S. Agricultural Trade with NAFTA Countries, FY 1993 - 2010

Export Data are Shown

Note: FY is defined as a Fiscal Year running from October to September. FY10 is October 09 - September 10
Dual Citizen

The components in American vehicles can be made from elements manufactured all over the world. Seat-maker Adient incorporates pieces from four states and four Mexican locations into products it makes in the Midwest, and then sells on to major car makers.

Source: Adient PLC

THE WALL STREET JOURNAL
The North American auto sector is among the best examples of how intensive intra-NAFTA integration has allowed the continent’s manufacturers to maintain their global competitiveness.

According to industry estimates, some vehicle parts cross NAFTA’s borders up to six times before the finished automobile is sold to a consumer, while others claim the typical auto part will cross eight times.

Roughly 63% of the value of each assembled vehicle shipped to the U.S. from Canada is made of U.S. content.

About 75% of the content of cars produced within North America is sourced locally.
Average Hourly Labor Costs, Auto Workers
For 2015, published Sep 2016

- Germany: $26.25
- US: $23.83
- Canada: $19.13
- Spain: $16.20
- Japan: $14.88
- South Korea: $12.99
- Brazil: $6.17
- China: $5.19
- Mexico: $3.29
- India: $1.09

Source: WSJ  WOLFSTREET.com
Calculating Mexico's cost advantages
Difference between per vehicle costs in Mexico versus the U.S. for small cars sold in European markets

$600  Savings on assembly plant labor

$300  Additional transportation costs

$1,500  Savings on parts

$2,500  Savings on tariffs

$4,300  Total savings by building in Mexico
This Is How Your Corona Is Made

**HOPS**
- Washington, Oregon & Idaho
- “Since 2014, Mexico has been either the world’s largest importer of U.S. hops or second just behind the United Kingdom.”

**BARLEY, RICE & GRAIN**
- The Midwest, Idaho, Montana & Arkansas
- “[The company] imports hops, barley and other grains from the United States to brew Corona. In 2015 Mexico was the world’s largest importer of U.S. barley.”

**BREWERY TO BE BUILT**
- Mexicali
- “Victor, New York-based Constellation Brands plans to spend $2.5 billion to expand an existing brewery in Nava, just south of the border with Texas and $2 billion on a new brewery in Mexicali by 2021.”

**GLASS RECYCLING PLANT**
- Texas
- “…Union Pacific hauls glass bottles from a plant in Texas to a brewery in Mexico and…those bottles are made from recycled glass Union Pacific hauls from all over America.”

**BREWERY & GLASS PLANT**
- Mexicali
- “[Union Pacific]…invested $40 million in cleaning, washing and repair facility for beer-carrying box-cars just north of [the] Nava brewery. Union Pacific hauls U.S. barley, malt and rice for brewing.”

**CAN PLANT**
- Monterrey
- “Broomfield, Colorado-based Ball Corp has built a plant in Monterey to make cans for Constellation’s new brewery.”

**Constellation Brands - HQ**
- “40 percent of the company’s Mexican beers are tied to ingredients, supplies and freight guarantees that come from the United States.”

**Fordburg, Ohio-based glass maker Owens-Illinois formed a joint venture with Constellation to expand a glass bottle plant next to the Nava brewery and subsequently bought a major Mexican glass bottle producer to meet demand.”
• Biggest Winners?
• Consumers!
• Biggest Loser in New Agreement?
• Consumers?
What Americans Think About U.S. Trade Relations

"Do you believe this country has a fair or unfair trade policy with the U.S.?”

- Fair
- Unfair
- Don’t know/no opinion

<table>
<thead>
<tr>
<th>Country</th>
<th>Fair (%)</th>
<th>Unfair (%)</th>
<th>Don’t know/no opinion (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>10</td>
<td>65</td>
<td>24</td>
</tr>
<tr>
<td>European Union</td>
<td>15</td>
<td>56</td>
<td>29</td>
</tr>
<tr>
<td>Japan</td>
<td>12</td>
<td>55</td>
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</tr>
<tr>
<td>Mexico</td>
<td>11</td>
<td>44</td>
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</tr>
<tr>
<td>China</td>
<td>9</td>
<td>30</td>
<td>62</td>
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</tbody>
</table>

n=1,505 U.S. adults (June 18–24, 2018)

Source: Gallup
Public Citizen's Global Trade Watch
NAFTA's Broken Promises: The Cost to Illinois of Our Failed Experiment
With NAFTA

1. NAFTA Threatens Health and Safety of Illinois Families

2. Real Wages Have Declined in the U.S. Since NAFTA

3. NAFTA Has Cost Illinois Good Jobs

4. The Massive New NAFTA Trade Deficit

5. Environment

6. Mexico's Economy is in a State of Crisis and is Not a Significant Source of Consumer Demand for U.S. Goods

7. The Political and Social Situation in Mexico has Deteriorated with the Economy

8. The Citizens of the NAFTA Countries Oppose Expanding NAFTA

Conclusion

It is increasingly apparent that NAFTA has not improved the quality of life in any NAFTA country.
Economic Policy Institute: NAFTA’s Impact on U.S. Workers

**NAFTA affected U.S. workers in four principal ways.**

**First,** it caused the loss of some 700,000 jobs as production moved to Mexico.

**Second,** NAFTA strengthened the ability of U.S. employers to force workers to accept lower wages and benefits.

**Third,** the destructive effect of NAFTA on the Mexican agricultural and small business sectors dislocated several million Mexican workers and their families, and was a major cause in the dramatic increase in undocumented workers flowing into the U.S. labor market.

**Fourth,** and ultimately most important, NAFTA was the template for rules of the emerging global economy, in which the benefits would flow to capital and the costs to labor.

**NAFTA is both symbol and substance of the global “race to the bottom.”**

Renegotiating NAFTA is putting lipstick on a pig
Renegotiating NAFTA: What should the priorities be?

NAFTA renegotiation efforts aiming to put workers first would pursue the priorities listed below. These priorities can be used to judge whether or not the NAFTA renegotiation is being done for multinational corporations or for workers in all three countries.

1. Put labor standards with strong enforcement tools into NAFTA.

2. Eliminate investor–state dispute settlement (ISDS) provisions.

3. Revise intellectual property (IP) provisions that inflate prices in areas such as health care.


5. Eliminate procurement requirements that undermine “Buy American” policies.

6. Include enforceable currency rules that include penalties for violations.
Conclusions

NAFTA has neither been the enormous success that its supporters believe, nor the disaster that its detractors claim. We cannot say that NAFTA was all good or all bad for any of the parties involved. In fact, we cannot even say it mattered much to the overall economy of the North American continent.

Specific regions and sectors remain particularly dependent on NAFTA tariff preferences. Texas, for instance, is much more exposed than other states to disruptions of U.S.-Mexico trade. U.S. agriculture would certainly be harmed if NAFTA were repealed, as would the many U.S. consumers of Mexican produce. Further, cross-border supply chains helped an efficient “Factory North America” develop, which competes against similar supply chain groupings in Asia and Europe.

The labor market data indicate that NAFTA palpably hurt certain small-scale labor markets in a way that demonstrated “skill bias,” meaning lower-skilled workers were harmed while more skilled workers were not. Furthermore, NAFTA contributed to the large migration of unskilled, former agricultural workers from Mexico into the United States.
Finally, NAFTA probably placed downward pressure on U.S. manufacturing sector wages in the 1990s. By 2000, however, the dramatic rise of Chinese imports into the U.S. overwhelmed any impact of NAFTA.

We contend that U.S. manufacturing job losses would have been more severe without NAFTA. Accordingly, economist Richard Baldwin argues that advanced economies that resist “the international reorganization of production may find that the resistance hastens rather than hinders its deindustrialization”

Perhaps the most important impacts of NAFTA were three changes in sentiment embodied in the treaty. First, it locked in reforms in Mexico that lowered the risk of integration for North American traders and investors.

Second, NAFTA played an important symbolic role in changing the tone of the U.S.-Mexico economic relationship. It is nearly impossible to measure, but NAFTA brought global attention to Mexico in the 1990s as a location for U.S.-bound production that would have been difficult to achieve through unilateral measures.

A third important impact of NAFTA, however, was the trust dividend that it has produced among all three North American nations, which has enabled the U.S. to pursue its political, diplomatic, and security interests in its own neighborhood with considerably less resistance than before NAFTA. This security cooperation would have taken considerably more effort without NAFTA strengthening ties between the countries.
US News and World Report 8/19/18 - What the U.S., Canada and Mexico want from a new NAFTA

**U.S. Objectives:** (Robert Lighthizer) - Among America's top goals:
- Improve the trade balance in goods, specifically
- Add transparency to customs laws and regulatory implementation
- Streamline and automate import/export/transport processes
- Strengthen rules of origin, labor standards
- Secure commitments not to impose customs duties on digital products

**Canadian Objectives:** Chrystia Freeland - Among Canada's top goals:
Tweak Chapter 11
Strengthen labor and environmental standards
Include gender rights provisions
Expand procurement and address "Buy American" rules
Regulate anti-dumping measures

**Mexican Objectives** - Among Mexico's top goals: Strengthen North American competitiveness
Foster more inclusive regional trade
Update energy, digital and telecommunications provisions
Promote "certainty of trade and investment"
Maintain agricultural access
Key highlights of the preliminary U.S./Mexico Trade Agreement:

- **No final text.**

- **NAFTA sans Canada for now.**
  The Trump administration said it would give Canada until Friday
  President Trump said he might prefer to block Canadian imports.

- **Canada responds.** Ottawa would only sign on to a revamped trilateral deal “that is good for Canada and good for the middle class.”

- **Mexico responds.** Mexican Foreign Minister Luis Videgaray said his country was fine with scrapping the old tripartite NAFTA in favor of a bilateral deal with the U.S., a major reversal from his government’s longstanding insistence that any revised pact had to include Canada.

- **Auto agreement.** To get tariff-free treatment, cars sold in North America must have 75% of their content made here, up from 62.5%, and at least 40% of the content must be made with workers who earn $16 an hour. But the auto industry has built its global supply chain around NAFTA, with some officials concerned that the Trump administration’s efforts could raise prices of American-made cars and trucks.
- Digital commerce accord.

- Agreement tempers a provision that gives multinationals extra legal protections when investing overseas by allowing them to file complaints against the home governments in special NAFTA-run arbitration panels, rather than having to rely on local courts. **Canada is upset by how many U.S. companies have challenged Canadian environmental laws.**

- **No U.S.-pushed sunset clause.** The two countries agreed to a 16-year pact with a review period after six years. One issue unresolved is whether the Trump administration will exempt Mexico from its steel and aluminum tariffs.

- **Other provisions in the U.S./Mexico bilateral:**
  - An extension on data protection for biologic drugs to 10 years from five.
  - Genetically modified crops couldn’t be discriminated against.
  - Protections for ag producers such as cheese farmers against regulatory abuse.
  - Agreement would make it harder to steal intellectual property.
  - Deal requires Mexico to do more to allow collective bargaining for workers and to protect air quality and marine wildlife, including whales and sea turtles.

- NAFTA deadlines.

**Will a new U.S. Congress approve? Answer: very murky.**
Figure 1. Number of NAFTA investor-state dispute settlement cases

Source: UNCTAD Investment Policy Hub.
Trade Works for Illinois

Millions of American jobs depend on America's ability to trade with other countries. Half of all U.S. manufacturing jobs depend on exports, and three-quarters of American farms is planted for international sales, and 44 out of every 50 U.S. companies that ship to other countries are small businesses. But for too long, it has been hard to identify the everyday workers, farmers, and entrepreneurs whose livelihoods depend on trade — until now.

1,711,100
Illinois jobs supported by international trade

23,252
companies export goods from Illinois locations

90%
of Illinois exports are from small and medium-size businesses

20,926
small and medium-size exporters in Illinois

$99.8 B
of goods and services exported from Illinois in 2014

54%
of Illinois exporters want to reach Trade Agreement markets

292,600
workers employed by foreign firms awarded Illinois

Illinois Voters Want Government to Negotiate More Trade Deals

Strong bipartisan majorities in Illinois say government should negotiate more trade deals to open new markets for American-made goods and services.

65%
Percents of Illinois voters who say government should negotiate more trade deals.

Free Trade Agreements Create Jobs and Grow the Illinois Economy

Across party lines, Illinois voters say U.S. trade with other countries is likely to...

- Strengthen our domestic economy: 72%
- Create American jobs: 59%
- Strengthen the Illinois economy: 64%

Beneficial to Consumers and Producers

Illinois voters overwhelmingly say free trade agreements are good for:

- Consumers like me: 66%
- American companies: 71%
- American farmers: 65%

To learn more about how trade plays to our country's strengths and to see why trade is key to our ability to drive economic growth, visit uchamber.com/international-trade-and-investment.
NAFTA: Past. Present. Future

Impact on Illinois

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