



One Woodward Avenue • Suite 1900 • Detroit, Michigan • 48226

October 3, 2019

The Honorable Ken Horn
Chair, Economic & Small Business Development Committee
Michigan Senate
P.O. Box 30036
Lansing, MI 48909

Dear Chairman Horn:

MICHauto is a statewide economic development initiative of the Detroit Regional Chamber, dedicated to promoting, retaining, and growing the automotive industry in Michigan. MICHauto embodies a public-private strategy, championing Michigan as the global epicenter of the automotive industry and providing a platform for collaboration on advocacy and talent attraction and development.

Senate Resolution 73 is a timely and appropriate statement that supports Michigan's largest industries as well as the continued growth of our state economy. There is perhaps no industry more dramatically impacted by the recent uncertainty in trade as the automotive industry. As you will find in the attached letter, MICHauto has been actively engaged in supporting the passage of USMCA on behalf of our member companies, and we join our friends in business in urging its immediate passage. Your voice, and the voice of your Senate colleagues, will serve as a strong showing of support in this effort.

On behalf of MICHauto and a broad representation of Michigan's automotive industry, I encourage this committee to continue your great work of supporting Michigan's residents, and urge your consideration and passage of Senate Resolution 73. Please feel free to contact me with any questions or further discussion at 248.563.3569 or gstevens@michauto.org.

Sincerely,

A handwritten signature in black ink, appearing to read "Glenn Stevens", written over a light blue horizontal line.

Glenn Stevens
Executive Director
MICHauto

cc: Members of the Senate Economic & Small Business Development Committee

September 3, 2019

The Honorable Nancy Pelosi
Speaker of the House
233 Cannon House Office Building
Washington, DC 20515

The Honorable Mitch McConnell
Senate Majority Leader
317 Russell Senate Office Building
Washington, DC 20510

The Honorable Kevin McCarthy
House Minority Leader
2421 Rayburn House Office Building
Washington, DC 20515

The Honorable Chuck Schumer
Senate Minority Leader
322 Hart Senate Office Building
Washington, DC 20510

Dear Speaker Pelosi, Leader McCarthy, Leader McConnell, and Leader Schumer:

Business leaders from across Michigan ask you to support passage of the United States-Mexico-Canada Agreement (USMCA). Michigan's economic health is dependent on free, fast, and fair trade within North America. For the past 24 years, NAFTA has accompanied expanded economic opportunity in vital Michigan industry sectors such as automotive, agriculture, and manufacturing, and the modernization of this policy via USMCA will help maintain our integrated North American economy.

Nationwide, more than 12 million jobs depend on trade with Canada and Mexico. America's trading relationship within North America results in more exports than our next eleven largest trading markets combined, and these two nations account for one-third of our nationwide agricultural exports. The approval of USMCA provides U.S. businesses the certainty they need to continue economically beneficial investments dependent on access to Canadian and Mexican markets.

In Michigan, exports within North America account for over 180,000 jobs. Michigan is distinctly reliant on North American trade, as only Texas trades more with USMCA nations and 27% of our gross state product is made up from imports and exports from USMCA nations. In 2017, of the \$59.8 billion worth of goods exported from Michigan, over \$37 billion of those exports were to Canada (\$24.8 billion) and Mexico (\$12.5 billion).

Michigan's economy is heavily reliant on manufacturing, particularly in the automotive industry. The new rules of origin in USMCA will ensure that more goods and materials will be manufactured in the United States. Based on information provided from the Office of the United States Trade Representative, the impact of USMCA's new Rules of Origin will be significantly beneficial to the automotive industry and its workforce, estimating that USMCA will result in \$34 billion in new investments, \$23 billion in new auto parts purchasing, and create 76,000 new automotive jobs over five years.

According to the Michigan Farm Bureau, trade supports over 17,000 agricultural jobs in Michigan. In 2018, Michigan exported \$902 million in agricultural products to Canada and \$174 million to Mexico. Since the implementation of NAFTA, Michigan farmers have exported \$310 billion of agricultural products to Canada and Mexico, a 300 percent increase from pre-NAFTA levels.

In 2012, the State of Michigan and Transport Canada signed an agreement to build a new international crossing between Detroit and Windsor, ON. The bridge, currently under construction, is named after Canadian native and Detroit Red Wings' great Gordie Howe, representing the long-standing partnership and close friendship between the United States and Canada. Our friendship and partnership continues today, along with Mexico. Our economic futures are linked. We support the USMCA and urge your prompt passage.

Sincerely,

Rick Baker
President & CEO
Grand Rapids Area Chamber of Commerce

Sandy K. Baruah
President & CEO
Detroit Regional Chamber

Carl Bednarski
President
Michigan Farm Bureau

Kent Bednarz
Vice President, Legal and Government Affairs
Shiloh Industries, Inc.

J. Michael Bernard
Equity Member
Dykema Gossett, PLLC

Christopher G. Brochert
Partner
Lormax Stern Development Co.

Brian Calley
President
Small Business Association of Michigan

Alaina Campbell
President
Rochester Regional Chamber of Commerce

Stephen Ciccone
Group Vice President of Government Affairs
Toyota Motor North America

Robert Diehl, Jr.
Member
Bodman LLC

Alessandro P. DiNello
President & CEO
Flagstar Bank

Frank W. Ervin III
Group Vice President, Government Affairs
Piston Group

Rami D. Fakhoury
Managing Director
Fakhoury Global Immigration

Patrick Fehring
Chairman, President & CEO
Level One Bank

John Fox
President & CEO
Beaumont Health

Russell J. Goemaere
President
Grupo Antolin North America

Regan E. Grant
Director, Global Strategic Marketing &
Communications, Stoneridge

Chuck Hadden
President & CEO
Michigan Manufacturers Association

Rick Hampson
State President – Michigan
Citizens Bank

Veronica Horn
President & CEO
Saginaw County Chamber of Commerce

Jonathon Husby
President & CEO
SEG Automotive North America

Steve Japinga
Vice President, Government Relations
Lansing Regional Chamber of Commerce

Shane Karr
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TI Fluid Systems

Lori Rush Lancaster
Vice President, Rush Group of Companies
Dakota Integrated Systems | Rush Trucking

Curt Magleby
Vice President, U.S. Government Relations
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Ryan Maibach
President & CEO
Barton Malow

Florine Mark
President & CEO
The WW Group

Michael P. McGee
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Michigan Mortgage Lenders Association

Douglas E. Needham
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Lynn Pavlawk
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Bruce Smith
Chairman & CEO
Detroit Manufacturing Systems – North America

Glenn Stevens
Executive Director
MICHauto

Andrew Storm
President & CEO
Eckhart

Rich Studley
President & CEO
Michigan Chamber of Commerce

Ryan Tarrant
President & CEO
Bay Area Chamber of Commerce

John Truscott
Chief Executive Officer
Truscott Rossman

Mark White
President & CEO
Shape Corp.