

# TRADE MATTERS IN THE MITTEN



Trade with our neighbors Canada and Mexico—and countries worldwide—is vital to Michigan agriculture.

## Michigan trade efforts

support over

**17,000 JOBS**

on and off farms,  
and in food processing,  
storage and transportation



**\$902 MILLION**  
in agriculture exports  
to Canada in 2018



Top export markets:  
Canada, Mexico, Japan,  
South Korea and China





**EVERY \$1**  
in export activity  
generates another  
**\$2.87**  
in economic activity





**\$174 MILLION**  
in agriculture exports  
to Mexico in 2018


## TOP EXPORTED PRODUCTS

\$406,809,479  Processed Food Products

\$185,514,802  Wood & Wood Products

\$185,163,436  Soybeans & Soybean Meal

\$184,047,646  Vegetables & Dry Beans

\$181,777,629  Cereals, Baked Goods & Pasta

# Key USMCA Provisions



## **Biotechnology**

For the first time, the agreement specifically addresses agricultural biotechnology – including new technologies such as gene editing – to support innovation and reduce trade-distorting policies.



## **Geographical Indications**

The agreement institutes a more rigorous process for establishing geographical indications (GIs) and lay out additional factors to be considered in determining whether a term is common name.



## **Sanitary/Phyosanitary Measures**

The agreement strengthens disciplines for science-based measures that protect human, animal and plant health while improving the flow of trade.



## **Soybeans**

U.S. soybean growers maintain access to Mexico, their #3 customer, and to a combined market totalling nearly \$2.1 billion in 2018.



## **Dairy**

America's dairy farmers will have new market opportunities in Canada for a wide variety of dairy products. Canada agrees to eliminate the Class 7 milk pricing program that allowed its farmers to undersell U.S. producers and will impose export surcharges on dairy products that exceed agreed thresholds.



## **Corn**

U.S. corn farmers maintain access to Mexico, their #1 customer, and to a combined market totaling nearly \$3.4 billion (27% of total export sales) last year.



## **Wheat**

Canada agrees to terminate its discriminatory wheat grading system, enabling U.S. growers along the border to be more competitive.



## **Pork**

U.S. pork producers maintain access to two of their largest export markets, which combined totaled \$2.1 billion (32% of total exports) in 2018.

*Sources: Michigan Department of Agriculture and Rural Development & United States Department of Agriculture*