

What's in it for us?

Trade's Impact on Regional Business

Friday, May 13, 2016

U.S. Capitol Visitor Center, HVC-200 Washington, D.C.

Roundtable Agenda

- 8:30 AM** **Registration & Continental Breakfast**
- 8:45 AM** **Welcome and Views from the Hill**
Representative Dave Reichert (R-WA), Chairman, House Ways & Means Subcommittee on Trade
Introduced by Jeff Agnew, NAFTA NEXT
- 9:00 AM** **Trade and the Economy**
Scott Miller, Senior Adviser and Scholl Chair in Int'l Business Center for Strategic and Int'l Studies
- 9:15 AM** **Continental to Regional: How is Trade Stacking Up?**
Secretary Dan Glickman, Vice President & Executive Director, Congressional Program,
The Aspen Institute
Matt Rooney, Director, Economic Growth, George W. Bush Presidential Center
Moderated by Leslie Blakey, President, Coalition for America's Gateways & Trade Corridors
- 9:50 AM** **Panel One – Trade in the Southwest**
Gerald Schwebel, Executive Vice President, Corporate Int'l Division, IBC Bank
Sergio de la Peña, CEO, de la Peña Consulting, LLC
Moderated by Al Zapanta, President and CEO, U.S.-Mexico Chamber of Commerce
- 10:35 AM** **Break**
- 10:45 AM** **Panel Two – Trade in the Midwest**
Mark Schuetz, President, Replex Plastics
Elena M. Stegemann, Director of International Business, NuStep, Inc.
Scott Buehrer, Vice President of Sales, Bionix
Moderated by Daniel Ujcz, Cross-Border Business Development Director, Dickinson Wright PLLC
- 11:35 AM** **Closing Remarks**
Gerald Schwebel, Executive Vice President, Corporate Int'l Division, IBC Bank
- 11:45 AM** **Adjourn**

What's in it for us?

TRADE: THINGS TO THINK ABOUT

Trade is good for jobs and for our everyday lives. Think trade when...

...**YOU'RE GOING TO WORK** | Exports accounted for 27% of economic growth between 2008 and 2014; and in 2014



they officially passed the \$2 trillion mark for the first time. Brookings reveals: 1) International spending on U.S. products continues to support over 12 million existing jobs in the U.S. 2) Export-related jobs pay relatively high wages, and they exist even in often-overlooked export sectors like software, education, finance, and travel and tourism. 3) Goods-producing industries support 2.1 direct jobs (and five total jobs) per million dollars of exports, while metro service industries support five direct jobs (and 8.4 total jobs) per million dollars of sales abroad.

...**YOU'RE DRINKING YOUR MORNING COFFEE** | Coffee is the world's second most valuable traded commodity. It's the US's largest food import and second most valuable commodity. According to the International Coffee Organization, the US imported 2.72 billion pounds of coffee from Sept. 2001 to Sept. 2002. The US primarily purchases coffee from Brazil, Colombia, Mexico, Guatemala, and Vietnam. The U.S. purchases lesser amounts from Indonesia, Costa Rica, Peru, El Salvador, Ecuador, Venezuela, Honduras, Uganda, Thailand, Nicaragua, India, and Papua New Guinea.



...**YOU'RE BREWING A CUP OF TEA** | Whether you like hot tea or iced, the tea you're drinking is most likely imported – the world's largest tea producer is China, with over 31% of total world market share of tea production; second is India, third is Kenya.



...**YOU'RE FILLING UP YOUR CAR** | Oil is in the top five exports for all three North American countries – these countries use each other's products (refined, or refining at 'local' sites), but an increasing amount of oil from North America is exported off-shore. And the Brookings Institution, Resources for the Future and Columbia University's Center on Global Energy Policy have published reports over the past year all concluding the same thing: Exporting oil would be, on balance, good for the U.S. economy.



...**YOU'RE EATING A BANANA** | According to the United Nations, the United States alone consumes 6.4 billion pounds of bananas per year. Since most bananas are not grown in the United States, your banana most likely comes from India, Brazil, China, or Ecuador- the top four export countries for bananas.



...**YOU'RE ORDERING FLOWERS** | You'll have to thank Columbia, Ecuador, Mexico & the Netherlands (tulips!) for that lovely bouquet, or boutonnieres. Foreign nations, led by Colombia, now sell 82 percent of the cut flowers in the United States.



...**YOU'RE USING MEDICAL DEVICES** | Opportunities for U.S. exports in this sector include middle-and high-end technology products that do not compete with locally manufactured ones, among which are electro-diagnostic equipment, ultrasound equipment, and other medical devices. There may also be potential in the markets for implants, stents, cardiac valves, pacemakers, specialized catheters and cannulas, and other specialized disposables. The United States' third largest export to Japan is Medical Equipment, totaling \$3,400,460 in 2015.

