



## *Trade and Agriculture* **What's at Stake for Colorado?**

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Colorado is an important producer and exporter of agricultural products. In 2002, the State's cash farm receipts totaled \$4.9 billion and its agricultural exports totaled \$904 million. Agricultural exports helped boost farm prices and income, while supporting about 13,410 jobs both on and off the farm in food processing, transportation, and manufacturing. Exports remain vital to Colorado's agricultural and statewide economy. Measured as exports divided by farm cash receipts, the State's reliance on agricultural exports was 18 percent in 2002.

Colorado's top five agricultural exports in 2002 were:

- live animals and meat -- \$286 million
- wheat and products -- \$148 million
- hides and skins -- \$135 million
- feed grains and products -- \$115 million
- vegetables and preparations -- \$75 million

World demand for these products is increasing, but so is competition among suppliers. If Colorado's farmers, ranchers, and food processors are to compete successfully for the export opportunities of the 21st century, they need *fair trade* and *more open access* to growing global markets.

### **Colorado Benefits From Trade Agreements**

Colorado is already benefiting from a number of agricultural trade agreements. While there is still much to be done, examples of market opportunities include:

- Colorado benefited as some of the top international markets significantly reduced tariffs on chilled and frozen beef. In 2001, South Korea eliminated its import quotas on chilled and frozen beef, and will reduce its tariffs to 40 percent by 2004. Supported in part by these changes, South Korea's imports of U.S. beef rose from 60,000 tons valued at \$227 million in 1994 to 213,000 tons worth \$610 million in 2002. Under the North American Free Trade Agreement, Mexico eliminated its 15 percent tariff on live slaughter cattle, its 20-percent tariff on chilled beef, and its 25 percent tariff on frozen beef. Its 20-percent tariff on beef offal was eliminated in 2003. Mexico has been one of the fastest growing markets for U.S. beef, supported in part by the elimination of tariff barriers. U.S. beef exports to Mexico rose from the

1993 pre-NAFTA level of 39,000 tons valued at \$116 million to 207,000 tons valued at \$596 million in 2002.

- Colorado benefited from limits set on subsidized wheat exports during the Uruguay Round. These limits influenced the European Union's decision to make changes to its Common Agricultural Policy and ultimately lowered internal EU market prices to world price levels. Annual EU wheat exports dropped from 22 million tons to about 14 million tons as lower market prices stimulated domestic use. Meanwhile, annual EU wheat imports jumped from 1.5 million tons to 7 million tons as the levied margin of protection fell. This translates to an 11 percent reduction in global export competition and a 5.5-million ton increase in EU wheat imports, a third of which is supplied by the United States.

Colorado has also benefited from NAFTA and could benefit from China's accession to the World Trade Organization. Under NAFTA, Mexico eliminated import licensing for wheat and is phasing out tariffs. Since 1994, average annual U.S. wheat exports to Mexico have more than tripled from 23 million bushels to 85 million bushels valued at \$349 million in 2002. China agreed in its WTO accession to lock in tariff-rate quotas, lower tariffs, and end export subsidies **B** all concessions that provide an opportunity to increase U.S. wheat exports. This should facilitate trade in future years, but has had little impact in the past year or so because of ample domestic production in China.

- Colorado benefited under NAFTA when Mexico converted its import licensing system for corn to a transitional tariff-rate quota which will remain in effect until 2008. Under this new system, the volume of U.S. corn exports to Mexico has risen over 42 percent since 1994, reaching 120 million bushels valued at \$585 million in 2002. Under the Uruguay Round, the Philippines converted its import ban on corn to tariffs. Since then, the United States has exported well over 1 million tons of corn to the Philippines.
- Colorado benefited under NAFTA as Mexico phased out its in-quota tariff rate on frozen potatoes (initially at 15 percent in 1993) by 2003. At the same time, a special safeguard tariff-rate quota of 1,800 tons will grow at a compound annual rate of 3 percent. These changes support U.S. potato fry exports to Mexico, which jumped from \$9.6 million in 1994 to \$35 million in 2002. Frozen potato fry sales to Japan increased 23 percent to \$152 million over this period. As for Korea, U.S. frozen potato fry exports to that country rose 47 percent to \$22 million during the same period.