

# Washington

**USMCA**  
The U.S.-Mexico-Canada Agreement

Canada and Mexico comprise the largest global market for U.S. farm and food exports, valued at more than \$39 billion in 2017. The U.S.-Mexico-Canada Agreement further strengthens the United States' highly productive and integrated agricultural relationship with its North American partners, ensuring preferential market access for U.S. exporters and solidifying commitments to fair and science-based trade rules.



**32,400**

Washington jobs supported by  
agricultural exports

**\$4.0 billion**

Annual value of Washington  
agricultural exports

*Source: USDA-ERS 2017 State Export Data*

## Key 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 lays out additional factors to be considered in determining whether a term is a common name.



### Sanitary/Phytosanitary Measures

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



### Fruits

The agreement updates origin rules for processed fruits to assure that preferences benefit U.S. producers.



### Wheat

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



### 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.



### Beef

U.S. beef producers maintain access to a \$1.8 billion market that accounted for nearly 25% of 2017 exports.



### Wine and Spirits

The three countries agree to avoid technical barriers to trade through non-discrimination and transparency regarding sale, distribution, labeling, and certification of wine and distilled spirits.

## Top U.S. Agricultural Exports to Canada and Mexico, 2017

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|--|--|
| 1 Corn (\$2.8 billion)                 | 6 Dairy (\$1.9 billion)                |
| 2 Prepared Foods (\$2.6 billion)       | 7 Beef & Beef Products (\$1.8 billion) |
| 3 Pork & Pork Products (\$2.3 billion) | 8 Soybeans (\$1.7 billion)             |
| 4 Fresh Fruit (\$2.2 billion)          | 9 Poultry & Eggs (\$1.7 billion)       |
| 5 Fresh Vegetables (\$2.0 billion)     | 10 Snack Foods (\$1.6 billion)         |

United States Department of Agriculture  
Foreign Agricultural Service

