

# Florida

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

Canada and Mexico are the top export markets for U.S. agriculture, totaling a combined \$40 billion in 2018. In fact, more than 29 percent of all U.S. farm and food exports went to our North American neighbors last year. The U.S.-Mexico-Canada Agreement, or USMCA, will make a good trade relationship even better, ensuring preferential market access for U.S. agricultural exporters and solidifying commitments to fair and science-based trade rules.



**27,100**

Florida jobs supported by  
agricultural exports

**\$3.3 billion**

Annual value of Florida  
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.



### 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 22% of 2018 exports.



### Poultry and Eggs

U.S. poultry producers will have new access to Canada for chicken and eggs, and expanded access for turkey.



### 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.

## Top U.S. Agricultural Exports to Canada and Mexico, 2018

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|--|--|
| 1 Corn (\$3.4 billion)                 | 6 Dairy Products (\$2.0 billion)       |
| 2 Prepared Foods (\$2.7 billion)       | 7 Fresh Vegetables (\$2.0 billion)     |
| 3 Fresh Fruit (\$2.2 billion)          | 8 Beef & Beef Products (\$1.8 billion) |
| 4 Soybeans (\$2.1 billion)             | 9 Snack Foods (\$1.7 billion)          |
| 5 Pork & Pork Products (\$2.1 billion) | 10 Poultry & Eggs (\$1.6 billion)      |

Source: USDA-FAS Global Agricultural Trade System BICO HS-10

United States Department of Agriculture  
Foreign Agricultural Service

