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UTAH

**Salt Lake Chamber and World Trade Center Utah  
June 12, 2017**

**SUBJECT: NAFTA Negotiations, docket number USTR-2017-0006**

Edward Gresser  
Chair of the Trade Policy Staff Committee  
Office of the United States Trade Representative

Dear Mr. Gresser,

The Salt Lake Chamber and World Trade Center Utah facilitate the success of Utah's business community and have a vested interest in advocating for the improvement and modernization of existing free trade agreements. The international market welcomes prosperity to the state that would otherwise be impossible. As NAFTA undergoes modifications, it is crucial that current cooperative connections are not disturbed.

As the sixth fastest growing exporter over the past decade, Utah's economy has become interlaced with the global market. Although Utah may rank low in population, our highly productive state consistently helps to offset the national trade deficit by providing a significant trade surplus. International commerce not only enhances Utah's ability to contribute to the United States' well being, but in fact many Utahns rely on international industries to support their employment. In 2015, exports alone supported \$3.5 billion in earnings, 84,367 jobs, and increased Utah gross domestic product by almost \$6.7 billion. To summarize, trade is an essential element of Utah's economy.

Mexico and Canada are important free trade markets for Utah companies. Trade between Canada and Utah represents approximately \$3.3 billion. Likewise, trade between Mexico and Utah represents just more than \$4 billion. The benefits of globalization are ever increasing, with Utah exports to Canada having grown 40 percent over the last 10 years, and exports to Mexico having grown 231 percent. Access to neighboring markets has brought widespread, positive impacts home.

As representatives of Utah's business community, we understand that NAFTA needs to be updated in key areas like ecommerce and information technology. Such industries did not exist when NAFTA was first created and consequently have not been incorporated into the equation. While modernization is reasonable, the establishment of trade standards, protection of intellectual property rights, promotion of environmental protections, and the expansion of foreign markets that free trade agreements facilitate should not be abandoned. We hope to see NAFTA updated in such a way that will not upset the current trade Utah does with these neighboring countries. We appreciate the opportunity to comment on an issue this critical to our state's economy.

Regards,



Lane Beattie  
President and CEO  
Salt Lake Chamber



Derek Miller  
President and CEO  
World Trade Center Utah