

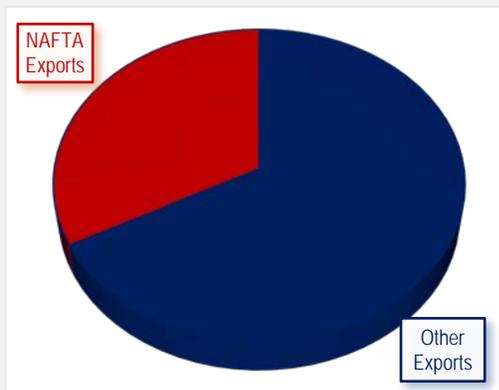


## KANSAS

### NAFTA'S IMPORTANCE TO FOOD AND AGRICULTURE

*Food and Agriculture supports more than 43 million jobs. Beginning in the rich soil of America's farms and ranches, and continuing to America's grocers, truck drivers and restaurant workers, we're the economic backbone of rural America—stimulating employment throughout the entire value chain.*

#### KANSAS FOOD AND AGRICULTURE ECONOMIC IMPACT



#### KANSAS EXPORTS

**\$3.7 Billion** in total Food and Ag product exports in 2016.

**\$1.3 Billion (36%)** went to NAFTA partners.

##### TOP NAFTA EXPORTS:

Beef, Grains, Soy, and Animal Feed.

Food and Agriculture directly and indirectly supports:

**579,705 Kansas jobs**, earning **\$28 Billion** in wages.

#### A Successful NAFTA 2.0...

- ✓ Expands Access for Agricultural Goods
- ✓ Reduces Unnecessary Regulatory and Nontariff Barriers that Block U.S. Agricultural Exports
- ✓ Reduces Bureaucratic Delays and Red Tape
- ✓ Ensures U.S. Agricultural Exporters Receive Fair Treatment in Trade Disputes

#### U.S. Farmers & Families Win with NAFTA

- **Wheat:** Prior to NAFTA, state intervention and import tariffs kept U.S. wheat exports out of the Mexican market. Now, most U.S. wheat state farmers rely on Mexico as their number one market. Without NAFTA, wheat from other sources will increasingly displace U.S. wheat from the Mexican and Canadian markets. In fact, Mexico ordered a shipment of wheat from Argentina—a first in modern history—as Mexico looks to diversify suppliers amidst the uncertainty over NAFTA's future
- **Beef:** In 2016, U.S. beef exports to Mexico and Canada exceeded \$1.7 billion and accounted for 27% of total U.S. beef exports. NAFTA withdrawal would raise tariffs above 20%, reducing beef exports and production, causing fewer jobs and lower returns for U.S. cattlemen, ranchers, and meat packers.
- **Soy:** \$3 billion in annual soy exports would be jeopardized without NAFTA as Mexico and Canada look to our competitors in South America for supply
- **Animal Feed:** \$2.3 billion in annual exports would be jeopardized without NAFTA. Mexico and Canada are the U.S.'s number 1 and 3 export destinations for feed, respectively.