



NEW ENGLAND-CANADA
BUSINESS COUNCIL

Representative Richard Neal
2309 Rayburn HOB
Washington, DC 20515

July 23, 2019

Dear Representative Neal:

The New England-Canada Business Council (NECBC) wishes to convey its support for Congressional enactment of the United States-Mexico-Canada Trade Agreement (USMCA). We believe that this proposed agreement adds important enhancements to the existing North American Free Trade Agreement (NAFTA), particularly in the areas of labor, environmental and intellectual property rights. As the U.S. Congress considers action on the USMCA, we urge its approval as a solid and beneficial trade agreement for the U.S. and for New England in particular.

The NECBC is a non-profit organization based in Massachusetts and formed over thirty-five years ago. As a U.S.-based business organization dedicated to advancing "the understanding of business, political and cultural issues between Canada and the United States," we encourage efforts to increase trade opportunities between the U.S. and Canada, as well as among their common trading partners. Our membership is comprised of business leaders from a wide range of sectors including finance, energy, transportation, high tech, biotech and professional services.

In our region of New England, with three states sharing a border with Canada, we know first-hand the benefits of trade agreements in facilitating commerce and day-to-day business cross-border. For the New England states of Vermont, New Hampshire, Maine, Massachusetts, Connecticut and Rhode Island, Canada remains the leading foreign trading partner. We import substantial goods and services from Canada, but in turn, Canada is our number one customer, importing billions of dollars annually in products and services from companies in our states. It is a vital, long-standing and important trading relationship, encompassing energy and electricity, financial services, food and lumber, machine parts, finished goods, university exchanges, innovation ecosystem services, life sciences, technology, tourism, and sports and culture.

We urge the Congress to consider the overall U.S. economy by enacting this agreement. The economy and security of North America will benefit from such a modernization.

The NAFTA agreement increased opportunities for New England businesses to expand trade, to the benefit of our citizens and businesses. It has done so in the past, and we firmly believe that the new USMCA will continue to do so in the future.

We respectfully urge your support.

Sincerely,

Jon F Sorenson
President, New England-Canada Business Council