



Transatlantic Trade and Investment Partnership (T-TIP)

Opportunities for Minnesota



T-TIP stands to be an ambitious, comprehensive, and high-standard trade and investment agreement that offers significant benefits for U.S. companies and workers through eliminating existing trade barriers and better enabling U.S. companies and workers to compete. **T-TIP will provide significant new opportunities for U.S. industry, as approximately one-fifth of all U.S. goods and services exports go to the European Union (EU). In 2013, every billion dollars of U.S. exports supported 5,590 jobs. In that same year, U.S. goods and services exports to the EU supported an estimated 2.5 million U.S. jobs.**

Key Opportunities for Minnesota's Industries

Machinery

The machinery sector accounted for **17 percent** of Minnesota's total exports to the EU between 2012 and 2014. During that same period machinery product exports to the EU from Minnesota averaged **\$682 million** annually. The EU currently has tariffs on machinery products as high as 9.7 percent. Minnesota companies would likely benefit from reduced tariffs in this sector as a result of the agreement.

Information and Communication Technologies (ICT)

The ICT sector accounted for **16 percent** of Minnesota's total exports to the EU between 2012 and 2014. During that same period ICT product exports to the EU from Minnesota averaged **\$629 million** annually. The EU currently has tariffs on ICT products as high as 14 percent. Minnesota companies would likely benefit from reduced tariffs in this sector as a result of the agreement. ICT exports could also benefit from T-TIP provisions that will address technical regulations and standards that unnecessarily restrict trade.



High-tech Instruments

The high-tech instruments sector accounted for **9 percent** of Minnesota's total exports to the EU between 2012 and 2014. During that same period high-tech instrument exports to the EU from Minnesota averaged **\$344 million** annually. The EU currently has tariffs on high-tech instruments as high as 6.7 percent. Minnesota companies would likely benefit from reduced tariffs in this sector as a result of the agreement.

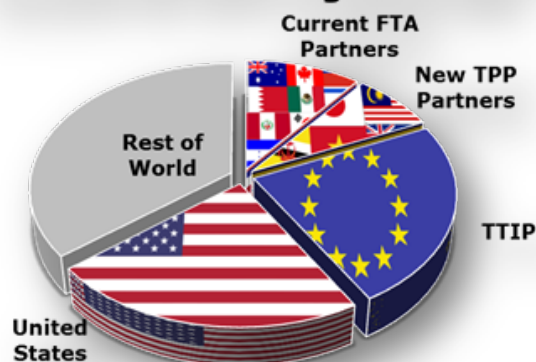
Exports Sustain Thousands of Minnesota Businesses including SMEs

A total of 8,579 companies exported from Minnesota locations in 2013. Of those, 7,472 (87.1 percent) were small and medium-sized enterprises with fewer than 500 employees. Small and medium-sized firms generated over one-quarter (27.7 percent) of Minnesota's total exports of merchandise in 2013.

Minnesota exported \$4.2 billion annually in goods to the EU (2012-2014 average). Minnesota's goods exports to the EU increased by 3 percent from 2012-2014. During this period, 20 percent of Minnesota's total goods exports went to the EU.

The EU's tariff elimination as part of T-TIP would provide new market access that could benefit Minnesota's exports. Exports from Minnesota could also benefit from efforts in T-TIP to achieve new market access commitments in services and investment, improve the regulatory environment, and establish global best practices.

With TTIP & TPP, the United States & its trade agreements partners will account for 64% of global GDP



How Past FTAs Have Benefitted Minnesota

The United States currently has free trade agreements in force with **20 countries**, which account for **\$10.1 billion (47 percent)** of Minnesota's exports in 2014. During the past 10 years (2005-2014), exports from Minnesota to these markets grew by **82 percent**, with NAFTA, Singapore, Korea, Australia, and CAFTA-DR showing the largest dollar growth during this period.

In Their Own Words: T-TIP Comments

The American Farm Bureau Federation

"The American Farm Bureau Federation, a U.S. general farm organization, supports efforts to increase agricultural trade flows and remove several major impediments to this flow that currently exist between the United States and the European Union."

Telecommunications Industry Association (TIA)

"We see significant potential for a TTIP to increase transatlantic trade of telecommunications goods and services. As the two largest telecommunications markets in the world, the benefits of a comprehensive agreement will likely have a significant commercial benefit to the United States and Europe."

National Electrical Manufacturers Association (NEMA)

"Our member companies manufacture a diverse set of products including power transmission and distribution equipment, lighting systems, factory automation and control systems, and medical diagnostic imaging systems. Saving time and money not having to pay import duties could provide for notable efficiencies and re-programming of company resources into more productive activities."

For more information, please see www.trade.gov/fta.

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Sources include resources from the U.S. Department of Commerce's International Trade Administration, Bureau of the Census, and Bureau of Economic Analysis, as well as the International Monetary Fund's World Economic Outlook.