



Pacific NorthWest Economic Region

2016 - 2017 PNWER Executive Committee*

July 18, 2017

Global Affairs Canada
Trade Negotiations — North America (TNP)
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

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RE: NAFTA Consultations

On behalf of the Pacific NorthWest Economic Region (PNWER), we would like to submit the following on the modernization of the North American Free Trade Agreement (NAFTA). PNWER is a statutory, public-private non-profit that was chartered in 1991 by the western provinces of British Columbia, Alberta, Saskatchewan, and the Yukon and Northwest Territories, and the Northwest states of Alaska, Idaho, Montana, Oregon, and Washington. Our Canadian provincial government members will engage directly with the Government of Canada and relevant U.S. jurisdictions, so this letter is not intended to convey their views on NAFTA.

PNWER has been working with the public and private sector for over 27 years to create solutions for the economic growth, prosperity, and healthy environment of the entire ten jurisdiction region in both Canada and the U.S. We believe that NAFTA and the spirit of North American cooperation has been a great benefit to the competitiveness of our Pacific Northwest businesses across the globe.

PNWER has been a champion throughout its 27-year history, bringing together stakeholders, border officials, and policymakers to enhance the border facilitation processes at the Canada - U.S. border. We urge you to build on the success of the Beyond the Border Action Plan, the Regulatory Cooperation Council, U.S.-Canada Preclearance agreement, and the numerous smart border initiatives that both our countries have invested in for several decades.

We urge the three parties to quickly come to an agreement to modernize NAFTA in a collaborative and transparent process that will strengthen our competitive advantage globally. Uncertainty creates an erosion of confidence in markets and investments for the future.

While we recognize the need for NAFTA to be updated, we recommend that a primary objective should be to “do no harm”. This is an opportunity to optimize the largest trading relationship in the world, that between Canada and the U.S.

*Partial listing

Hundreds of our public and private stakeholders in both Canada and the U.S. have joined with the PNWER NAFTA Modernization Task Force to participate in a survey identifying key priorities for our region. The most important elements from our stakeholder survey include the following recommendations:

1. **Include Advancements from other Free Trade Agreements:** As a starting point, examine previously agreed upon advances from modern trade agreements like the TPP.
2. **Cross-Border Trade Facilitation:** Include ‘modern’ processes for cross-border customs (methods to streamline and simplify clearance, declaration, documentation, facilitation, etc.). Simple clearance, declaration and origin rules will facilitate that process. Harmonizing and aligning standards before products reach the border to increase efficient trading. This includes preclearance for goods and livestock.
3. **Digital Trade and E-Commerce:** NAFTA should be modernized to provide a framework to promote and govern digital trade, e-commerce, services- including financial services, logistics, and information and communication technology.
4. **Energy and Infrastructure:** Support further integration of North American energy markets and the infrastructure needed to connect them.
5. **Intellectual Property:** Increase protection of intellectual property
6. **Regulatory Cooperation:** Encourage permanent adoption and expansion of the Regulatory Cooperation Council to align product standards, testing, and certification.
7. **Express Delivery:** Include modern provisions to facilitate cross-border express delivery for small shipments; harmonize de minimis thresholds for expedited shipments.
8. **Labor Mobility:** Update NAFTA labor categories to reflect modern classifications and expand common standards for professions and mutual recognition of skills credentials.
9. **Procurement:** Include exemption for Canadian content in ‘Buy American’ procurement, as it currently is in the defense sector.
10. **Dispute Settlement:** Establish clearer and more effective mechanisms for resolving trade disputes.

Conclusion:

PNWER strongly advocates for a modernized NAFTA and quick negotiation process, with outcomes that will provide the stability and certainty necessary to increase investment in our globally competitive industries.

We remain committed to assisting in any way we can as one of the most mature Canada-U.S. public- private regional organizations, focused on the bi-national economy. Please feel free to call on us if we can provide additional input or information.

Sincerely,



Matt Morrison
Chief Executive Officer
PNWER



PNWER NAFTA Submission to Global Affairs Canada

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**Appendix A: PNWER NAFTA Modernization Survey
Executive Summary**

The following is a summary of the data collected by the Pacific Northwest Economic Region (PNWER) between May 3-June 7, 2017.

Stakeholder Demographics

The survey was administered to PNWER stakeholders and shared with partner organizations that mainly focus on U.S.-Canada trade. Through this process we received 226 responses, with 129 (57.8%) coming from Canadian stakeholders, 92 (40.71%) from United States stakeholders and 3 (1.3%) from Mexico.

US Stakeholder responses primarily originated from the 10 PNWER jurisdictions with the most from Montana (34.07%), followed by Idaho (28.57%), Washington (17.5%), Oregon (5.4%) and other states such as Utah (6.5%).

Canada stakeholder comments also mostly came from PNWER provinces and territories with BC leading the way with 42.5%, followed by Alberta (20.47%), Saskatchewan (13.39%), Yukon (11.02%) and several others outside the region such as Ontario at 9.45%.

Organizations responding identified 32 states where they do business in the U.S.; the percentages of these were fairly evenly spread across the board with the exception of Washington at 12%, California 8.1%, Montana 7%, Alaska 7%, Oregon 6% with the remaining ranging from 1-4%. Organizations identified that they do business in BC (29.4%), Alberta (14.9%) and Ontario (17.11%), followed by Quebec, Saskatchewan and Yukon at around 9% each.

Sectors

The most responses came from Agriculture/Food Processing (28%), followed by “other” (18.78%) which included trade associations, chambers of commerce, education and many other industries. The next highest represented categories were Government (8.9%), Transportation/tourism (8.9%) and Manufacturing (7.98).

Organization Size

The size of the organizations represented ranged from small businesses with less than 50 employees at 63.13% of the respondents, to organizations with between 50 and 1000 employees (22.54%) and large organizations with over 1000 employees (14.29%).

Priority Issues to Address in the Modernization of NAFTA

Stakeholders were given specific identified issues and asked how important these are to include in the negotiation of a modernized agreement. Stakeholders were asked to select if the issues were highly

important, somewhat important or not important. They were also given the option to select N/A if the issue did not apply to their industry or if they were not familiar with the issue. In calculating the responses to each issue, the N/A selections are not included in the totals of this summary report. Stakeholders were also given the opportunity to provide comments throughout the survey. Relevant comments were summarized related to related topics.

1. Advances from other Free Trade Agreements (FTAs) - Review recent FTAs, such as TPP, to adopt modernized provisions, in such areas as simplified rules of origin, importer self-certification, trade facilitation, enforcement, supply chain security, non-tariff trade barriers, etc.

Of the respondents to this issue, 89.8% (168) felt that this was important to include as we move toward renegotiating NAFTA. 10.16% (19) did not think it was important.

Select Stakeholder Comments Summary

- Our states and provinces are each other's top customers. Our economy is integrated as the economic watersheds flow north and south. Trade barriers reduce the overall benefit to our region.
- Tariffs are seen as detrimental to business and make products more expensive
- Tariffs risk turning the market elsewhere

2. Buy America - How important is it that Canada be considered "domestic" for the purpose of U.S. federal procurement, as it currently is in the defense sector?

Of the respondents to this issue, 84% (158) felt that this was important to include as we move toward renegotiating NAFTA. 15.9% (30) did not think it was important.

3. Cross-border Trade Facilitation - Should opportunities for trade facilitation and cross-border movement of goods through such efforts as preclearance, expanded border crossing capacity, etc. be encouraged?

96.42% (189) respondents felt this was important to include. Only 3.5% (7) did not think it was important.

Select Stakeholder comments summary

- Include 'modern' processes for cross-border customs (methods to streamline and simplify clearance, declaration, documentation, facilitation, etc.). Simple clearance, declaration and origin rules will facilitate that process.
- Harmonize and align standards before products reach the border to increase efficient trading. This includes preclearance for goods and livestock.
- NAFTA has played a critical role in liberalizing agricultural trade and enabling stronger integration of agricultural supply chains. This integration has led to significant outcomes including greater productivity and competitiveness for the benefit of agricultural producers, processors and consumers across the region.

4. De Minimis Value for Expedited International Shipment - The de minimis threshold for the U.S. is \$800, \$20 for Canada, and \$300 for Mexico. How important is it that these thresholds be aligned?

79.5% (132) of respondents felt this was important to include while 20.4% (34) did not think it was important.

5. Digital Trade - Should a framework to promote and govern digital trade (digital goods and services, for example, software, music, films, games, etc.) be established?

72.18% (109) of respondents felt this was important to include while 27.81% (42) did not think it was important.

Select Stakeholder Comments Summary

- Recognize the importance of services trade in NAFTA, such as financial services, logistics, and information and communication technology.
- All business depends on free flow of data. Examine digital trade provisions that were identified in the TPP as a starting point for including this in a modernized agreement.
- Clients who require cross border banking services would benefit greatly from improved NAFTA regulations pertaining to e-commerce, and standardized financial services regulation.

6. E-commerce - How important are modernized regulations on e-commerce?

90.6% (164) of respondents felt this was important to include while 9.39% (17) did not think it was important.

7. Energy and Infrastructure - How important is it that NAFTA support further integration of North American energy markets and the infrastructure needed to connect them?

90.65% (156) of respondents felt this was important to include while 9.34% (17) did not.

Select Stakeholder Comments Summary

- Find opportunities for further integration of North American energy markets and the infrastructure needed to connect them
- Examine energy and transportation regulations including pipeline standards, renewable energy standards and energy transport standards

8. Express Delivery - How important is it that NAFTA includes modern provisions to facilitate cross-border express delivery for small shipments?

87.74% (174) of respondents felt this was important to include, 12.5% (199) did not think this was important.

9. Intellectual Property - Should NAFTA increase protection of intellectual property?

75.86% (132) of respondents felt this was important to include. 24.13% (42) did not think this was important.

10. NAFTA Professionals List - How important is it to update NAFTA labor categories to reflect modern classifications of employment?

82.55% (142) of respondents felt this was important to include. 17.44% (30) did not think it was important.

Select Stakeholder Comments Summary

- Streamline the process; need to facilitate job offers and timely arrival on both sides of the border

- Update Chapter 16 NAFTA Professions list to reflect the jobs that actually are needed to be filled on both sides of the border, or abolish the list altogether and establish a process that is more responsive to regional labor market dynamics.
- Ability to access talent, supplier, and partner across borders improves ability to compete globally on both sides of the border.

11. North American Single Window - How important is it to finalize cross-border data sharing and harmonization into a single window for import/export?

92.47% (172) of respondents felt this was important to include. 7.52% (14) did not see this as important.

12. Regulatory Cooperation - How important is it to encourage expansion and permanent adoption of the Regulatory Cooperation Council, to align product standards, testing and certification?

92.1% (175) felt this was important to include. 7.89% (15) did not feel this was important.

An overwhelming majority of respondents indicated the importance of aligning consistent regulatory standards in order to more easily facilitate trade and streamline border processes. Respondents encouraged the adoption of consistent and harmonized standards in order to prevent impediments at the border.

Select Stakeholder Comments Summary

- Integrate research-backed findings with regulatory agencies
- Expand regulatory cooperation efforts across all sectors
- Uphold and extend the gains achieved in the existing NAFTA agreement
- Aim to align consistent regulations on both sides of the border

13. Skills Certification Standards - How important is it to encourage mutual recognition of skills certifications standards across borders?

90.86% (169) felt this was important to include. 9.13% (17) did not see this as important.

14. Softwood Lumber - How important is it that a modernized NAFTA include a solution to softwood lumber?

86.1% (130) indicated that it would be important to include a solution to softwood lumber within NAFTA. 13.9% (21) did not think this was important.

15. Dairy and Poultry - How important is it that a modernized NAFTA address the issues related to dairy and poultry?

Of the respondents to this issue, 81% (129) indicated it would be important to include. 19% indicated the issue as “not important” (31).

Other Issues to Address

Stakeholders identified other issues that the survey did not specifically address as important to include. This includes focusing on revising dispute mechanisms, environmental concerns and renegotiation process. Below are summary highlights of the comments we received related to these topics.

Dispute Settlement Mechanisms

Select Stakeholder Comments Summary

- NAFTA has been inefficient in resolving disputes in a few major industries, highlighting the necessity for new mechanisms that will decrease 'uncertainty'
 - Uncertainties hurt global competitiveness and may cause certain companies to turn to partners in other regions, esp. Asia

Environment

Select Stakeholder Comments Summary

- Examine opportunities to find common ground on environmental and clean energy standards across North America.

Other Comments

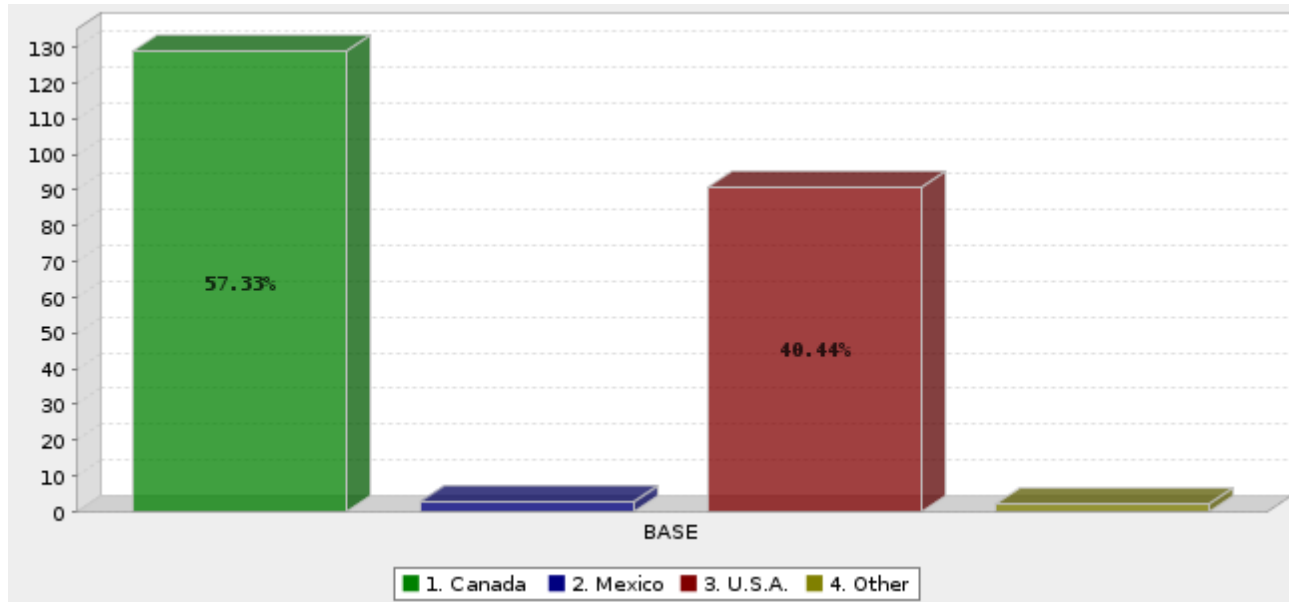
- Ensure groups like PNWER are front and center in consultation mechanisms for negotiation.
- Stakeholders would like to see an institutionalized and fully funded Stakeholder Advisory Council that includes consumer, labor and business community representation going beyond only the "big business" community to enable dialogue, build trust in free trade and ensure all views are heard.
- Engage with grassroots organizations and members of the public. Events like public forums, plain-language information materials and workshops, etc. in order to facilitate access of the public to these negotiations.

PNWER NAFTA Modernization Survey



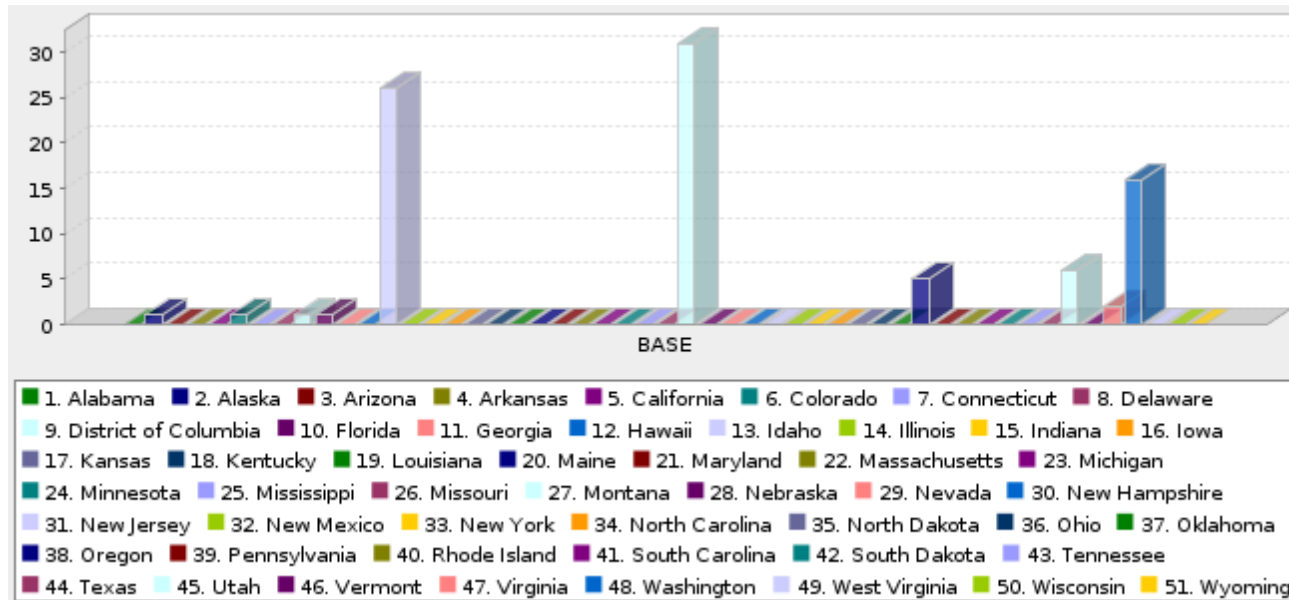
*Pacific North West
Economic Region*

Q1. Where is your organization based?



	Answer	Count	Percent	
	1. Canada	129	57.33%	
	2. Mexico	3	1.33%	
	3. U.S.A.	91	40.44%	
	4. Other	2	0.89%	
	Total	225	100%	
Mean : 1.849	Confidence Interval @ 95% : [1.719 - 1.979]		Standard Deviation : 0.997	Standard Error : 0.066

Q2. In which state is your organization based?

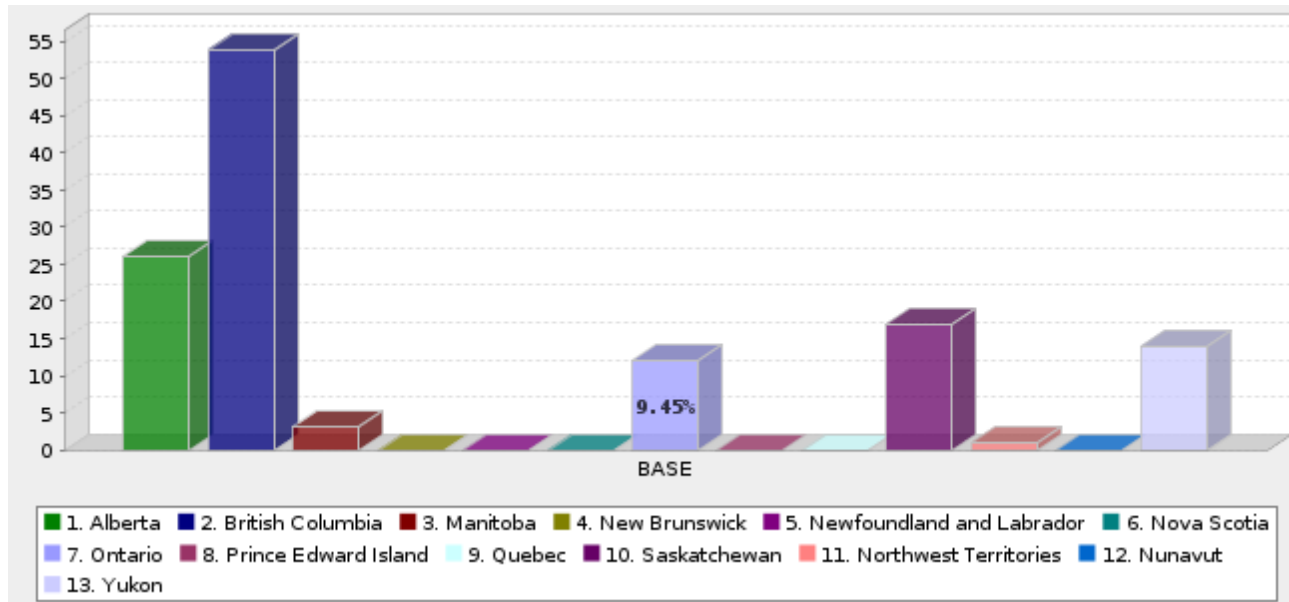


	Answer	Count	Percent
1.	Alabama	0	0.00%
2.	Alaska	1	1.11%
3.	Arizona	0	0.00%
4.	Arkansas	0	0.00%
5.	California	0	0.00%
6.	Colorado	1	1.11%
7.	Connecticut	0	0.00%
8.	Delaware	0	0.00%

9.	District of Columbia	1	1.11%	
10.	Florida	1	1.11%	
11.	Georgia	0	0.00%	
12.	Hawaii	0	0.00%	
13.	Idaho	26	28.89%	
14.	Illinois	0	0.00%	
15.	Indiana	0	0.00%	
16.	Iowa	0	0.00%	
17.	Kansas	0	0.00%	
18.	Kentucky	0	0.00%	
19.	Louisiana	0	0.00%	
20.	Maine	0	0.00%	
21.	Maryland	0	0.00%	
22.	Massachusetts	0	0.00%	
23.	Michigan	0	0.00%	
24.	Minnesota	0	0.00%	
25.	Mississippi	0	0.00%	
26.	Missouri	0	0.00%	
27.	Montana	31	34.44%	
28.	Nebraska	0	0.00%	
29.	Nevada	0	0.00%	
30.	New Hampshire	0	0.00%	
31.	New Jersey	0	0.00%	
32.	New Mexico	0	0.00%	
33.	New York	0	0.00%	
34.	North Carolina	0	0.00%	

35.	North Dakota	0	0.00%	
36.	Ohio	0	0.00%	
37.	Oklahoma	0	0.00%	
38.	Oregon	5	5.56%	
39.	Pennsylvania	0	0.00%	
40.	Rhode Island	0	0.00%	
41.	South Carolina	0	0.00%	
42.	South Dakota	0	0.00%	
43.	Tennessee	0	0.00%	
44.	Texas	0	0.00%	
45.	Utah	6	6.67%	
46.	Vermont	0	0.00%	
47.	Virginia	2	2.22%	
48.	Washington	16	17.78%	
49.	West Virginia	0	0.00%	
50.	Wisconsin	0	0.00%	
51.	Wyoming	0	0.00%	
	Total	90	100%	
Mean : 28.044	Confidence Interval @ 95% : [25.182 - 30.907]	Standard Deviation : 13.854		Standard Error : 1.460

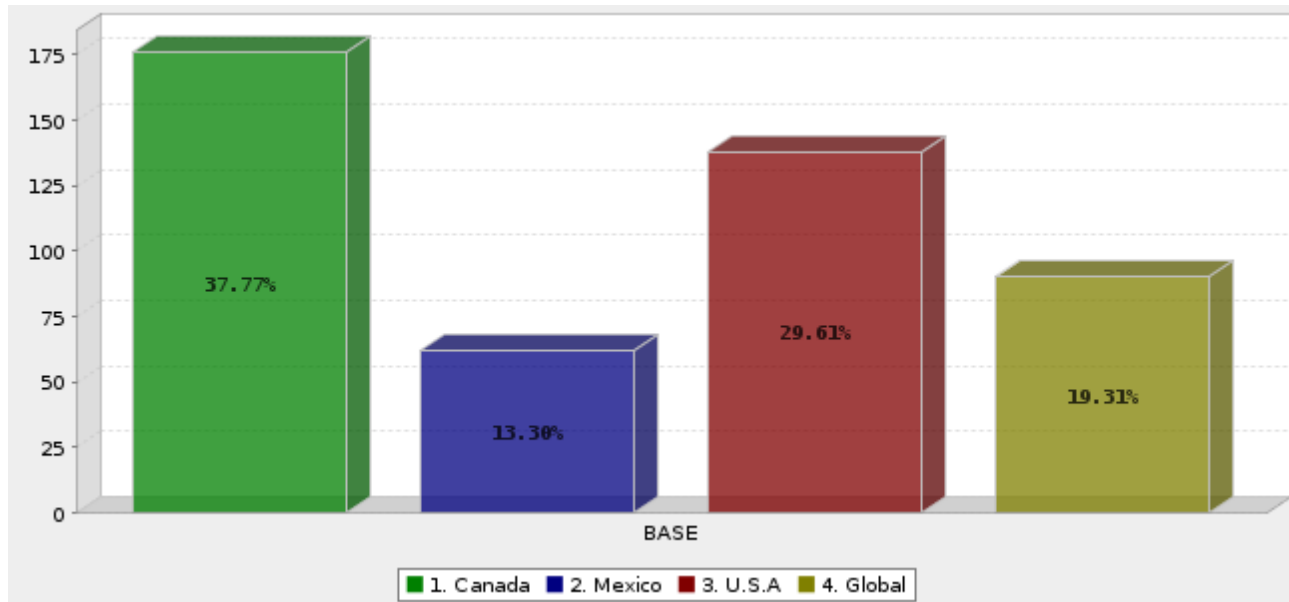
Q3. In which province or territory is your organization based?



	Answer	Count	Percent
1.	Alberta	26	20.47%
2.	British Columbia	54	42.52%
3.	Manitoba	3	2.36%
4.	New Brunswick	0	0.00%
5.	Newfoundland and Labrador	0	0.00%
6.	Nova Scotia	0	0.00%
7.	Ontario	12	9.45%

8.	Prince Edward Island	0	0.00%	
9.	Quebec	0	0.00%	
10.	Saskatchewan	17	13.39%	
11.	Northwest Territories	1	0.79%	
12.	Nunavut	0	0.00%	
13.	Yukon	14	11.02%	
	Total	127	100%	
Mean : 4.646		Confidence Interval @ 95% : [3.902		Standard Error : 0.379
		- 5.389]		
Standard Deviation : 4.275				

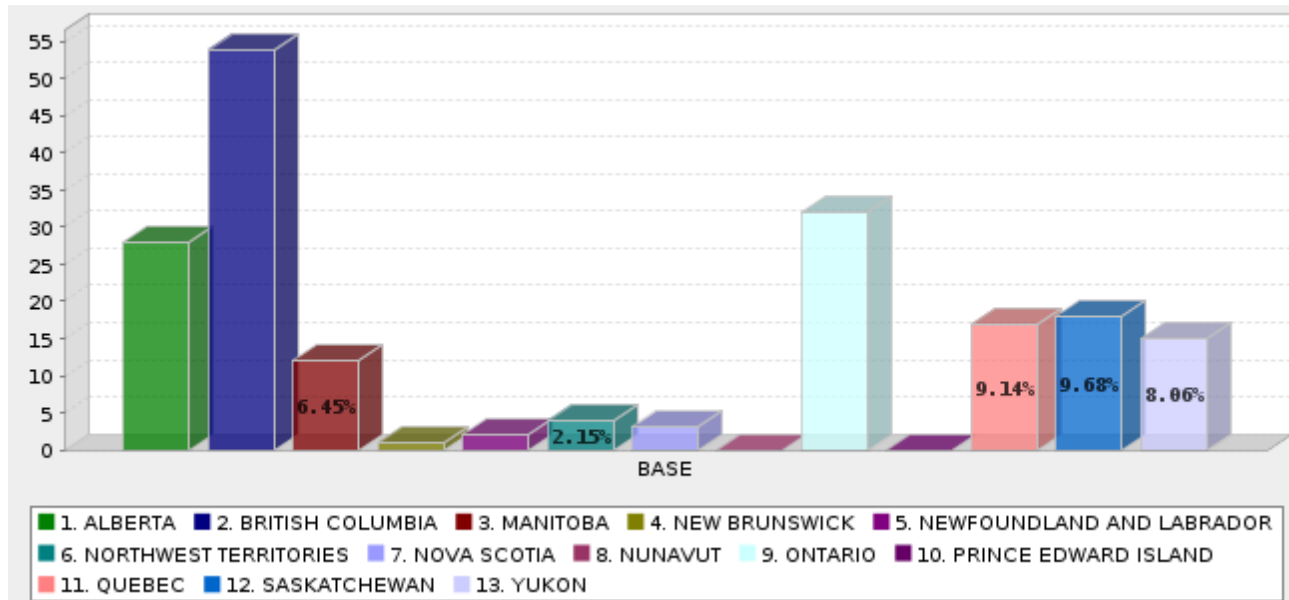
Q4. In which countries do you do business? (Check all that apply)



	Answer	Count	Percent
1.	Canada	176	37.77%
2.	Mexico	62	13.30%
3.	U.S.A	138	29.61%
4.	Global	90	19.31%
	Total	466	100%

Mean : 2.305	Confidence Interval @ 95% : [2.199 - 2.410]	Standard Deviation : 1.165	Standard Error : 0.054
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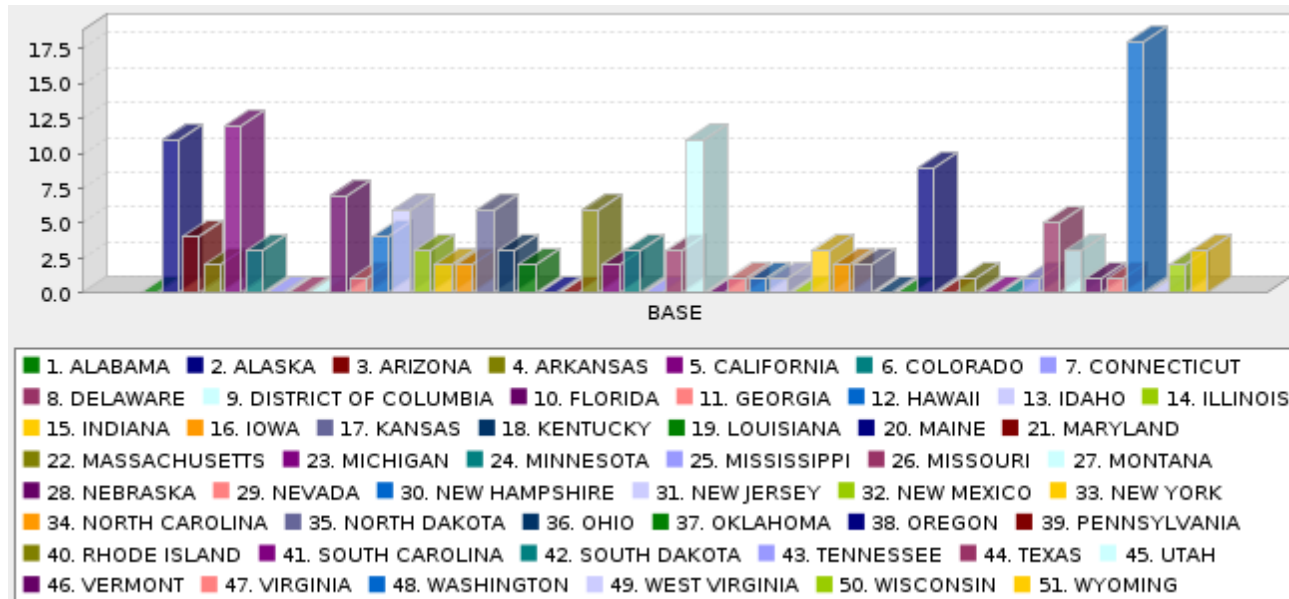
Q5. In which Canadian provinces or territories, do you do the majority of your business? (To select multiple options, hold down the Control/Command key and make your selections. Selection is not required.)



	Answer	Count	Percent
1.	ALBERTA	28	15.05%
2.	BRITISH COLUMBIA	54	29.03%
3.	MANITOBA	12	6.45%
4.	NEW BRUNSWICK	1	0.54%

5.	NEWFOUNDLAND AND LABRADOR	2	1.08%	
6.	NORTHWEST TERRITORIES	4	2.15%	
7.	NOVA SCOTIA	3	1.61%	
8.	NUNAVUT	0	0.00%	
9.	ONTARIO	32	17.20%	
10.	PRINCE EDWARD ISLAND	0	0.00%	
11.	QUEBEC	17	9.14%	
12.	SASKATCHEWAN	18	9.68%	
13.	YUKON	15	8.06%	
	Total	186	100%	
Mean : 6.005		Confidence Interval @ 95% : [5.356 - 6.655]		Standard Deviation : 4.518
				Standard Error : 0.331

Q6. In which U.S. states do you do the majority of your business? (To select multiple options, hold down the Control/Command key and make your selections. Selection is not required.)



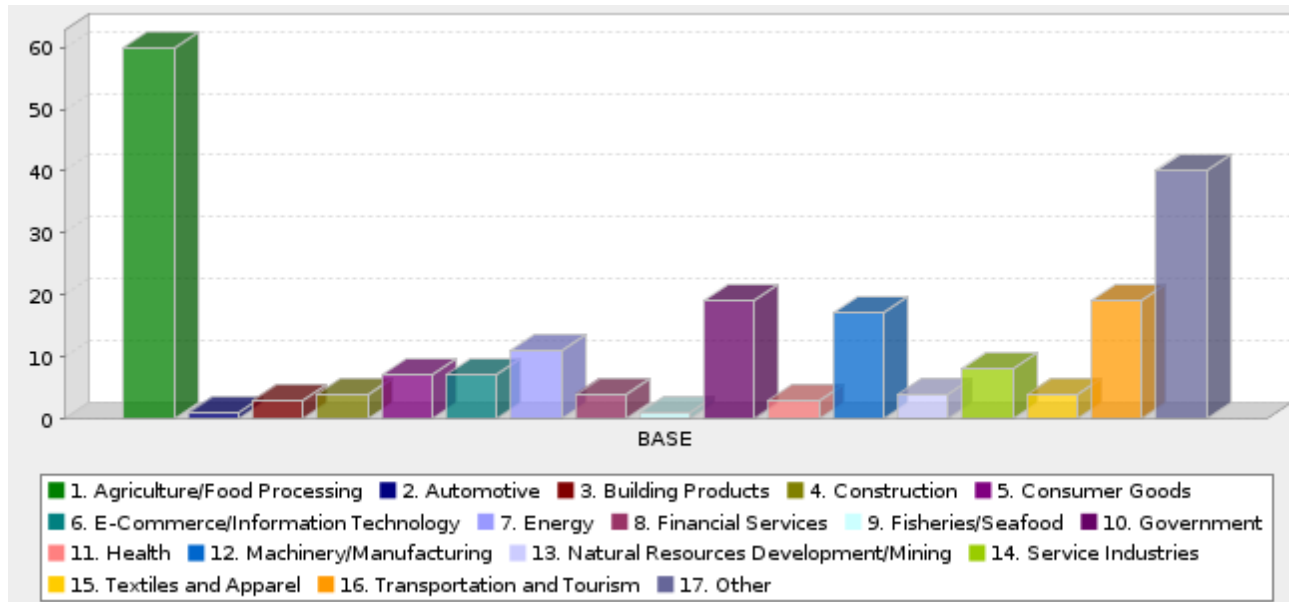
	Answer	Count	Percent	
1.	ALABAMA	0	0.00%	
2.	ALASKA	11	7.48%	
3.	ARIZONA	4	2.72%	
4.	ARKANSAS	2	1.36%	
5.	CALIFORNIA	12	8.16%	

6.	COLORADO	3	2.04%	
7.	CONNECTICUT	0	0.00%	
8.	DELAWARE	0	0.00%	
9.	DISTRICT OF COLUMBIA	0	0.00%	
10.	FLORIDA	7	4.76%	
11.	GEORGIA	1	0.68%	
12.	HAWAII	4	2.72%	
13.	IDAHO	6	4.08%	
14.	ILLINOIS	3	2.04%	
15.	INDIANA	2	1.36%	
16.	IOWA	2	1.36%	
17.	KANSAS	6	4.08%	
18.	KENTUCKY	3	2.04%	
19.	LOUISIANA	2	1.36%	
20.	MAINE	0	0.00%	
21.	MARYLAND	0	0.00%	
22.	MASSACHUSETTS	6	4.08%	
23.	MICHIGAN	2	1.36%	
24.	MINNESOTA	3	2.04%	
25.	MISSISSIPPI	0	0.00%	
26.	MISSOURI	3	2.04%	
27.	MONTANA	11	7.48%	
28.	NEBRASKA	0	0.00%	
29.	NEVADA	1	0.68%	
30.	NEW HAMPSHIRE	1	0.68%	
31.	NEW JERSEY	1	0.68%	

32.	NEW MEXICO	0	0.00%	
33.	NEW YORK	3	2.04%	
34.	NORTH CAROLINA	2	1.36%	
35.	NORTH DAKOTA	2	1.36%	
36.	OHIO	0	0.00%	
37.	OKLAHOMA	0	0.00%	
38.	OREGON	9	6.12%	
39.	PENNSYLVANIA	0	0.00%	
40.	RHODE ISLAND	1	0.68%	
41.	SOUTH CAROLINA	0	0.00%	
42.	SOUTH DAKOTA	0	0.00%	
43.	TENNESSEE	1	0.68%	
44.	TEXAS	5	3.40%	
45.	UTAH	3	2.04%	
46.	VERMONT	1	0.68%	
47.	VIRGINIA	1	0.68%	
48.	WASHINGTON	18	12.24%	
49.	WEST VIRGINIA	0	0.00%	
50.	WISCONSIN	2	1.36%	
51.	WYOMING	3	2.04%	
	Total	147	100%	

Mean : 24.265	Confidence Interval @ 95% : [21.636 - 26.895]	Standard Deviation : 16.265	Standard Error : 1.341
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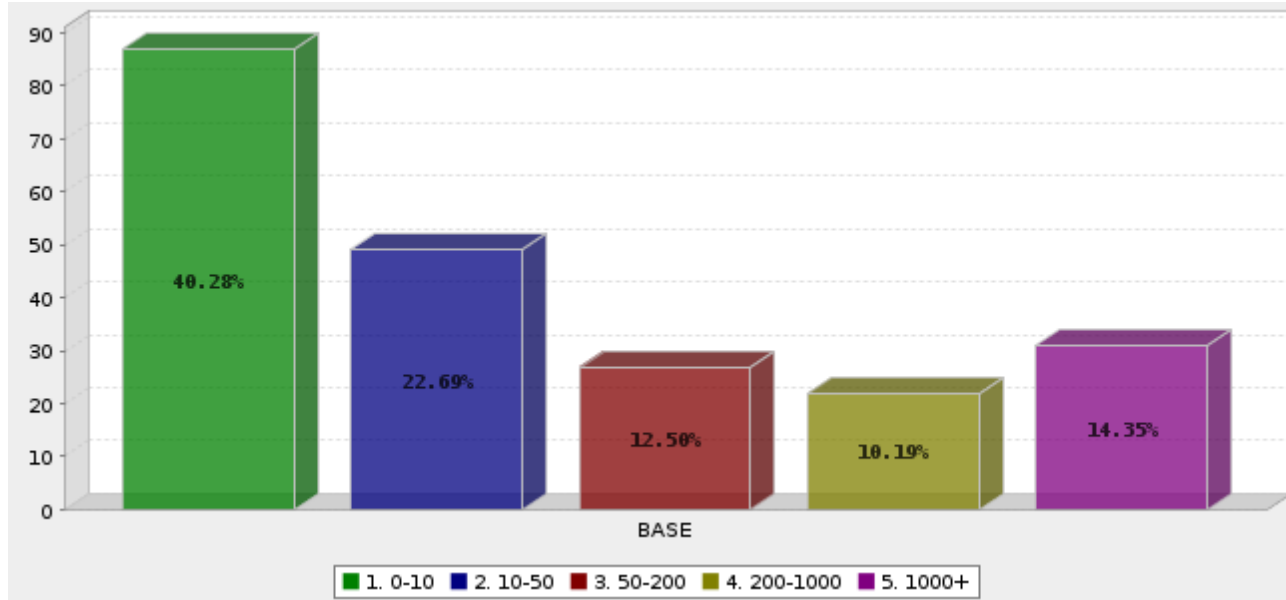
Q7. What is your industry?



	Answer	Count	Percent
1.	Agriculture/Food Processing	60	28.30%
2.	Automotive	1	0.47%
3.	Building Products	3	1.42%
4.	Construction	4	1.89%
5.	Consumer Goods	7	3.30%
6.	E-Commerce/Information Technology	7	3.30%

7.	Energy	11	5.19%	
8.	Financial Services	4	1.89%	
9.	Fisheries/Seafood	1	0.47%	
10.	Government	19	8.96%	
11.	Health	3	1.42%	
12.	Machinery/Manufacturing	17	8.02%	
13.	Natural Resources Development/Mining	4	1.89%	
14.	Service Industries	8	3.77%	
15.	Textiles and Apparel	4	1.89%	
16.	Transportation and Tourism	19	8.96%	
17.	Other	40	18.87%	
	Total	212	100%	
Mean : 9.042		Confidence Interval @ 95% : [8.193 - 9.892]		Standard Deviation : 6.311
				Standard Error : 0.433

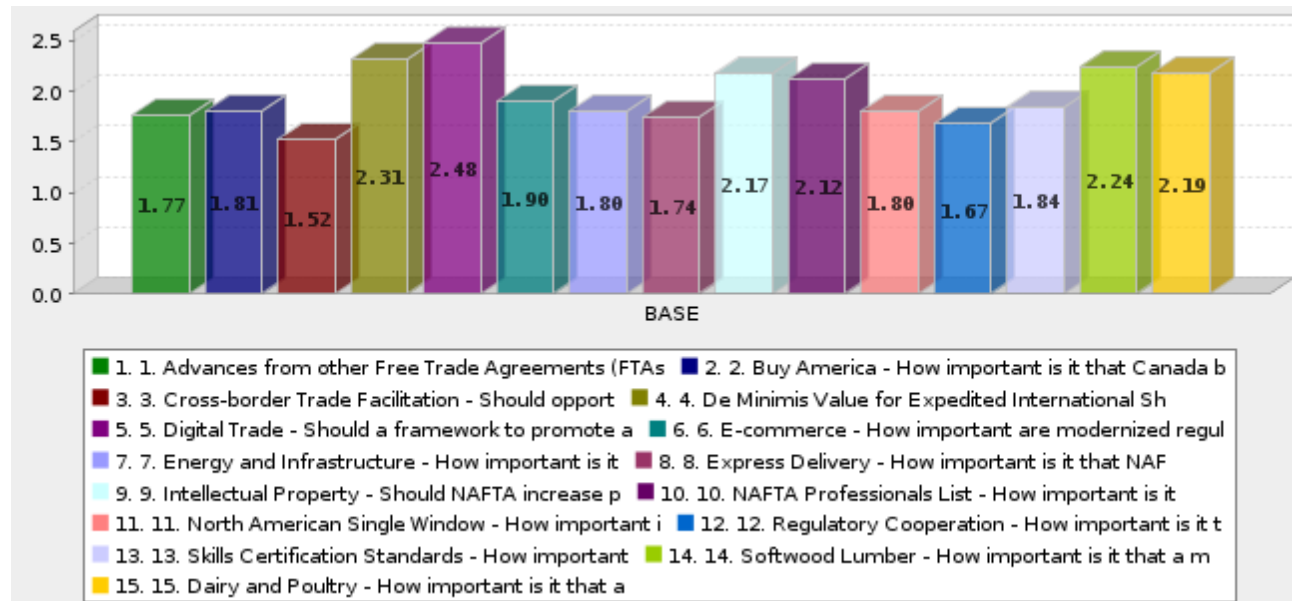
Q8. Approximately how many people are employed in your organization?



	Answer	Count	Percent	
1.	0-10	87	40.28%	
2.	10-50	49	22.69%	
3.	50-200	27	12.50%	
4.	200-1000	22	10.19%	
5.	1000+	31	14.35%	
	Total	216	100%	

Mean : 2.356	Confidence Interval @ 95% : [2.163 - 2.550]	Standard Deviation : 1.452	Standard Error : 0.099
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Q9. How important are the following to your organization/industry?



Q9. Overall Matrix Scorecard : How important are the following to your organization/industry?

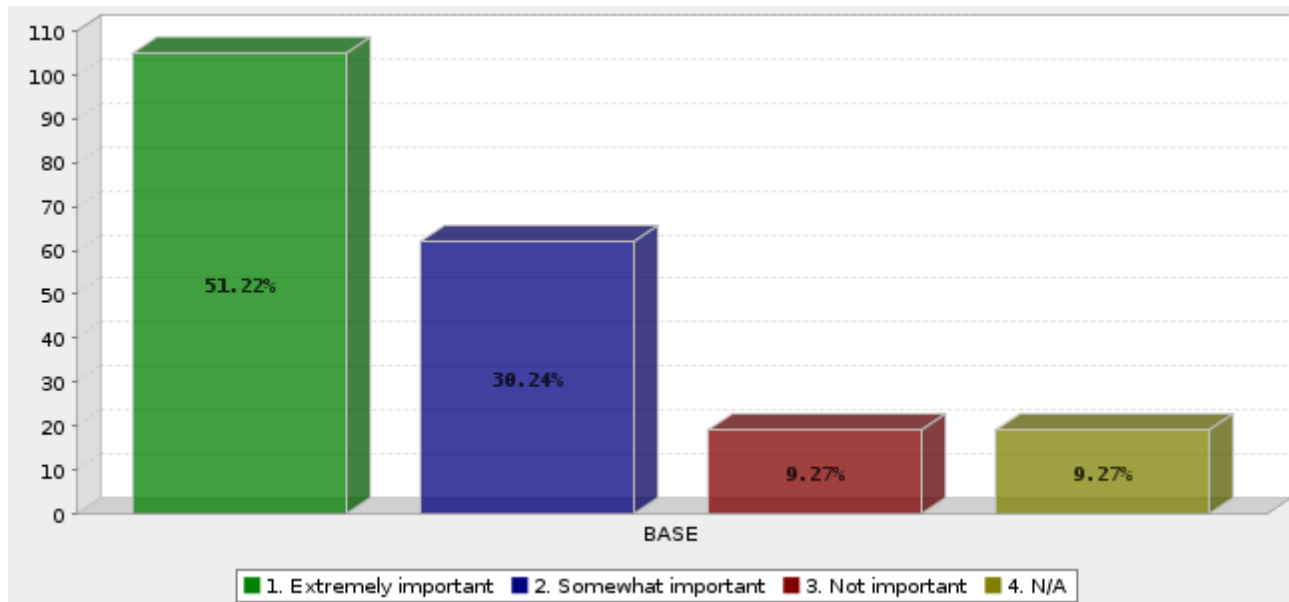
Question	Count	Score	
1. 1. Advances from other Free Trade Agreements (FTAs) - Review recent FTAs, such as TPP, to adopt modernized provisions, in such areas as simplified rules of origin, importer self-certification, trade facilitation, enforcement, supply	205	1.766	Survey takers were asked to rank the following principles. Score is the average of the answers, when each answer is assigned the following numerical value: 1- Extremely Important 2- Somewhat Important 3- Not Important 4- N/A

	chain security, non-tariff trade barriers, etc.			
2.	2. Buy America - How important is it that Canada be considered "domestic" for the purpose of U.S. federal procurement, as it currently is in the defense sector?	206	1.806	
3.	3. Cross-border Trade Facilitation - Should opportunities for trade facilitation and cross-border movement of goods through such efforts as preclearance, expanded border crossing capacity, etc. be encouraged?	210	1.519	
4.	4. De Minimis Value for Expedited International Shipment - The de minimis threshold for the U.S. is \$800, \$20 for Canada, and \$300 for Mexico. How important is it that these thresholds be aligned?	205	2.312	
5.	5. Digital Trade - Should a framework to promote and govern digital trade (digital goods and services, for example, software, music, films, games, etc.) be established?	205	2.478	
6.	6. E-commerce - How important are modernized regulations on e-commerce?	204	1.897	
7.	7. Energy and Infrastructure - How important is it that NAFTA support further integration of North	206	1.801	

	American energy markets and the infrastructure needed to connect them?			
8.	8. Express Delivery - How important is it that NAFTA includes modern provisions to facilitate cross-border express delivery for small shipments?	211	1.744	
9.	9. Intellectual Property - Should NAFTA increase protection of intellectual property?	204	2.172	
10.	10. NAFTA Professionals List - How important is it to update NAFTA labor categories to reflect modern classifications of employment?	204	2.118	
11.	11. North American Single Window - How important is it to finalize cross-border data sharing and harmonization into a single window for import/export?	207	1.797	
12.	12. Regulatory Cooperation - How important is it to encourage expansion and permanent adoption of the Regulatory Cooperation Council, to align product standards, testing and certification?	206	1.675	
13.	13. Skills Certification Standards - How important is it to encourage mutual recognition of skills certifications standards across borders?	208	1.837	

14.	14. Softwood Lumber - How important is it that a modernized NAFTA include a solution to softwood lumber?	205	2.244	
15.	15. Dairy and Poultry - How important is it that a modernized NAFTA address the issues related to dairy and poultry?	204	2.186	
		Average	1.957	

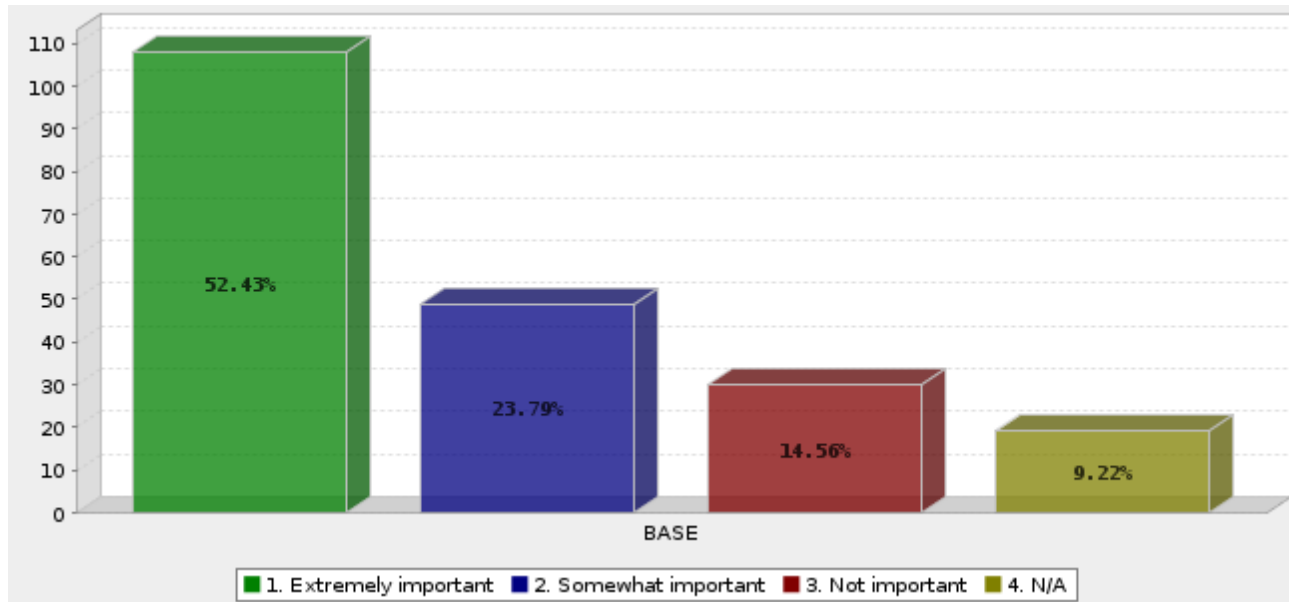
Q9. 1. Advances from other Free Trade Agreements (FTAs) - Review recent FTAs, such as TPP, to adopt modernized provisions, in such areas as simplified rules of origin, importer self-certification, trade facilitation, enforcement, supply chain security, non-tariff trade barriers, etc.



	Answer	Count	Percent	
1.	Extremely important	105	51.22%	

2.	Somewhat important	62	30.24%	
3.	Not important	19	9.27%	
4.	N/A	19	9.27%	
	Total	205	100%	
Mean : 1.766	Confidence Interval @ 95% : [1.634 - 1.898]		Standard Deviation : 0.962	
				Standard Error : 0.067

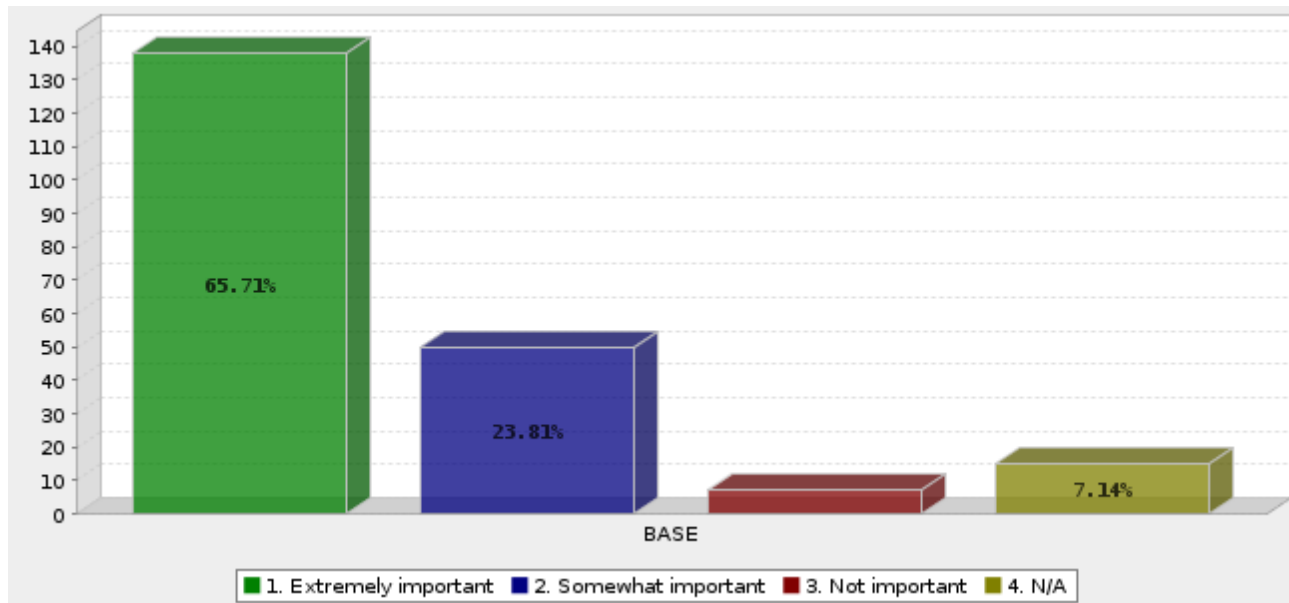
Q9. 2. Buy America - How important is it that Canada be considered "domestic" for the purpose of U.S. federal procurement, as it currently is in the defense sector?



	Answer	Count	Percent	
1.	Extremely important	108	52.43%	
2.	Somewhat important	49	23.79%	
3.	Not important	30	14.56%	
4.	N/A	19	9.22%	

	Total	206	100%	
Mean : 1.806	Confidence Interval @ 95% : [1.669 - 1.943]		Standard Deviation : 1.003	Standard Error : 0.070

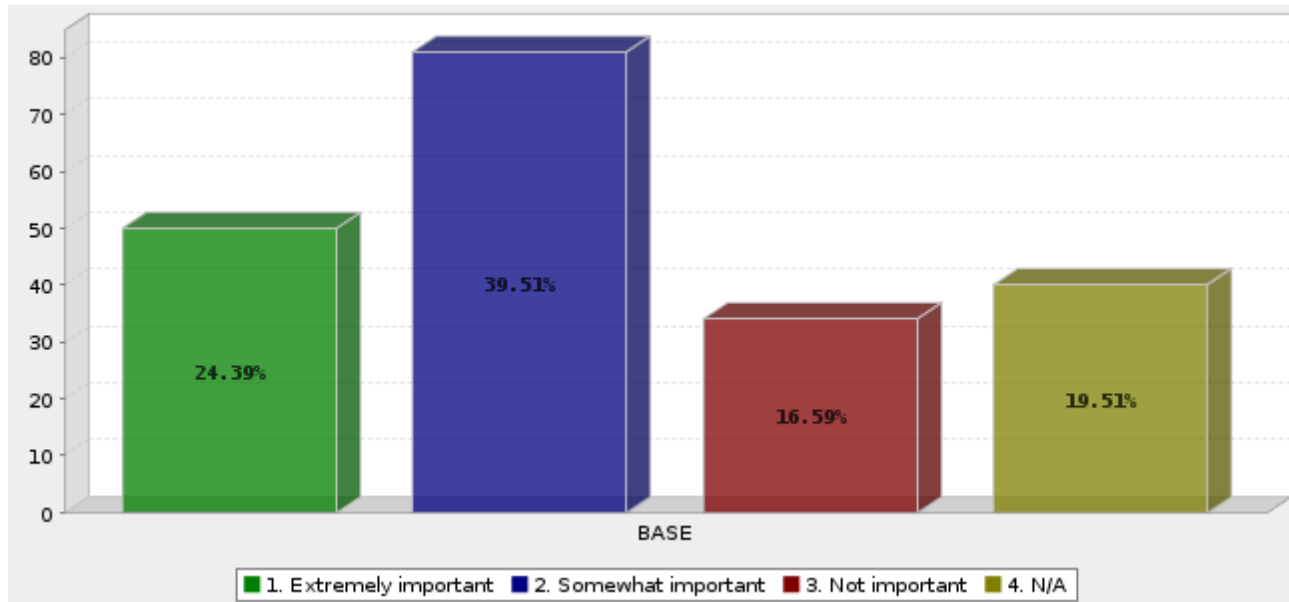
Q9. 3. Cross-border Trade Facilitation - Should opportunities for trade facilitation and cross-border movement of goods through such efforts as preclearance, expanded border crossing capacity, etc. be encouraged?



	Answer	Count	Percent	
1.	Extremely important	138	65.71%	
2.	Somewhat important	50	23.81%	

3.	Not important	7	3.33%	
4.	N/A	15	7.14%	
	Total	210	100%	
Mean : 1.519	Confidence Interval @ 95% : [1.402 - 1.636]		Standard Deviation : 0.865	Standard Error : 0.060

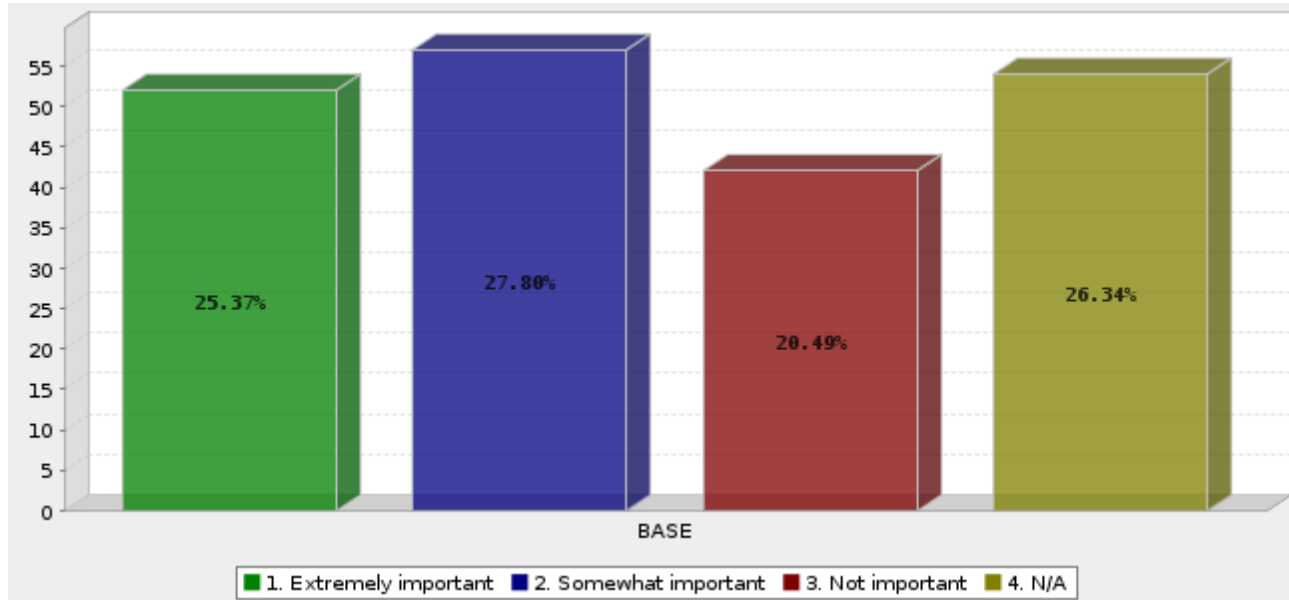
Q9. 4. De Minimis Value for Expedited International Shipment - The de minimis threshold for the U.S. is \$800, \$20 for Canada, and \$300 for Mexico. How important is it that these thresholds be aligned?



	Answer	Count	Percent	
1.	Extremely important	50	24.39%	
2.	Somewhat important	81	39.51%	
3.	Not important	34	16.59%	
4.	N/A	40	19.51%	

	Total	205	100%	
Mean : 2.312	Confidence Interval @ 95% : [2.169 - 2.456]		Standard Deviation : 1.048	Standard Error : 0.073

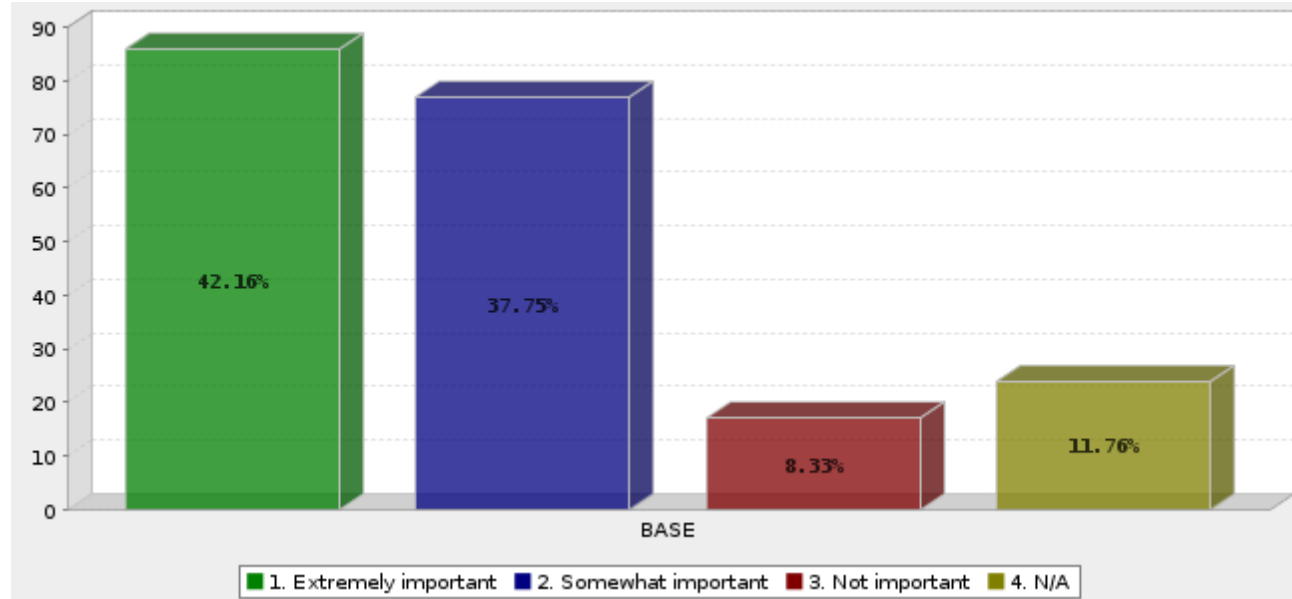
Q9. 5. Digital Trade - Should a framework to promote and govern digital trade (digital goods and services, for example, software, music, films, games, etc.) be established?



	Answer	Count	Percent	
1.	Extremely important	52	25.37%	
2.	Somewhat important	57	27.80%	
3.	Not important	42	20.49%	
4.	N/A	54	26.34%	

	Total	205	100%	
Mean : 2.478	Confidence Interval @ 95% : [2.323 - 2.634]		Standard Deviation : 1.136	Standard Error : 0.079

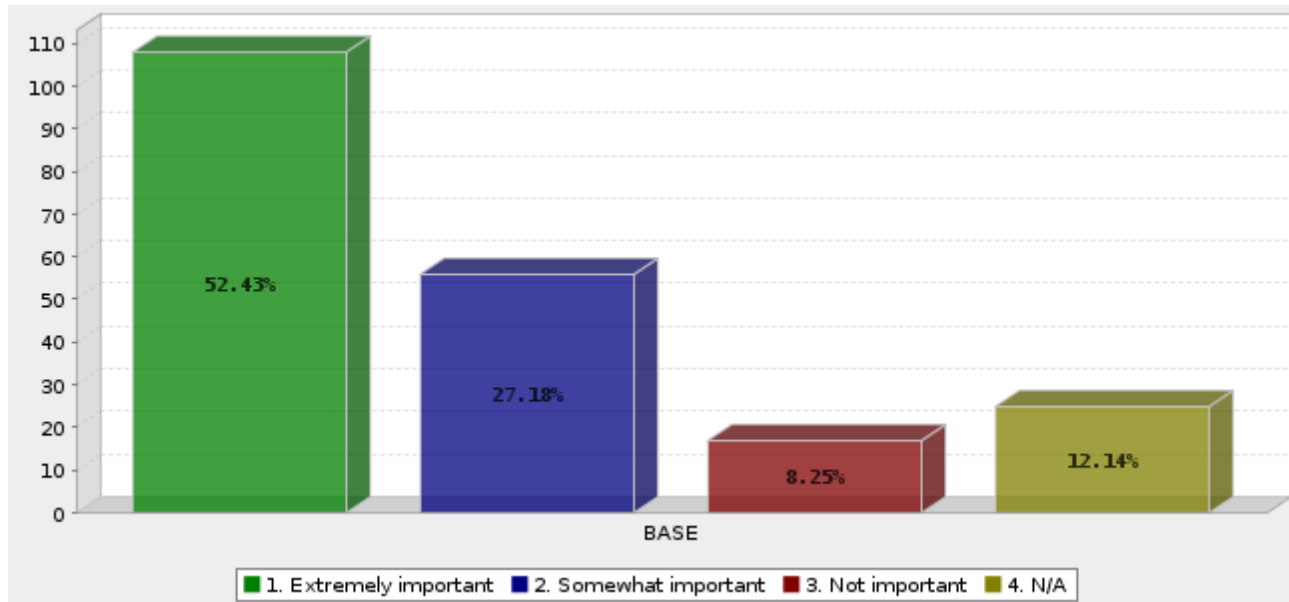
Q9. 6. E-commerce - How important are modernized regulations on e-commerce?



	Answer	Count	Percent	
1.	Extremely important	86	42.16%	
2.	Somewhat important	77	37.75%	
3.	Not important	17	8.33%	
4.	N/A	24	11.76%	
	Total	204	100%	

Mean : 1.897	Confidence Interval @ 95% : [1.762 - 2.032]	Standard Deviation : 0.985	Standard Error : 0.069
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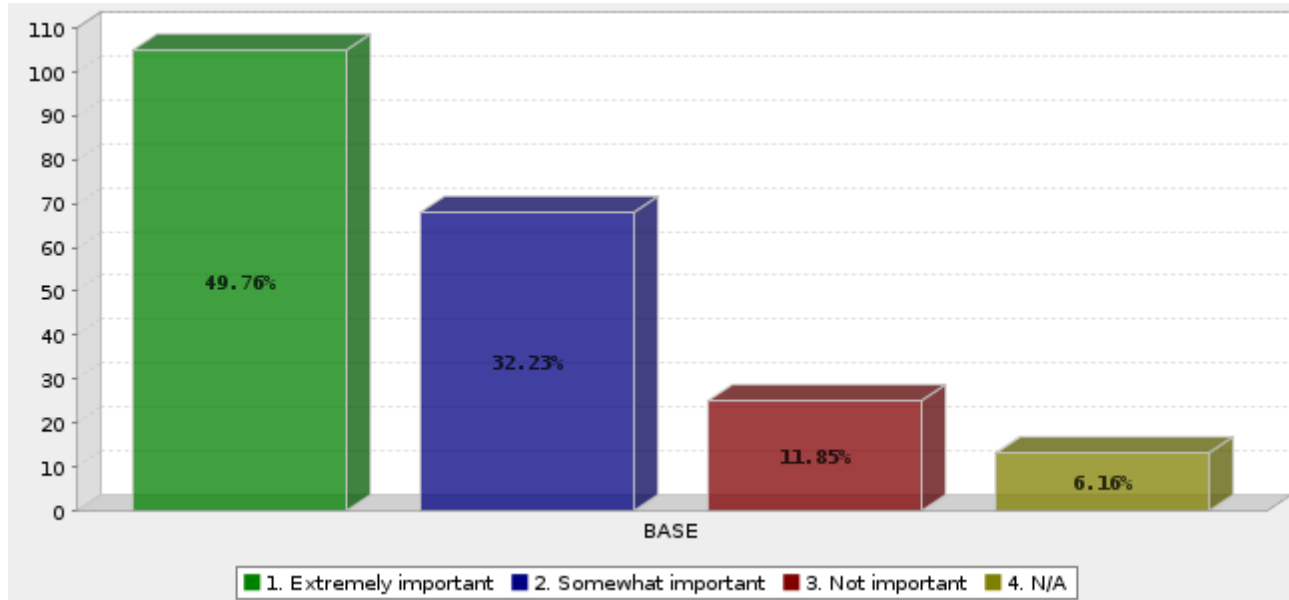
Q9. 7. Energy and Infrastructure - How important is it that NAFTA support further integration of North American energy markets and the infrastructure needed to connect them?



	Answer	Count	Percent	
1.	Extremely important	108	52.43%	
2.	Somewhat important	56	27.18%	
3.	Not important	17	8.25%	
4.	N/A	25	12.14%	

	Total	206	100%	
Mean : 1.801	Confidence Interval @ 95% : [1.661 - 1.941]		Standard Deviation : 1.028	Standard Error : 0.072

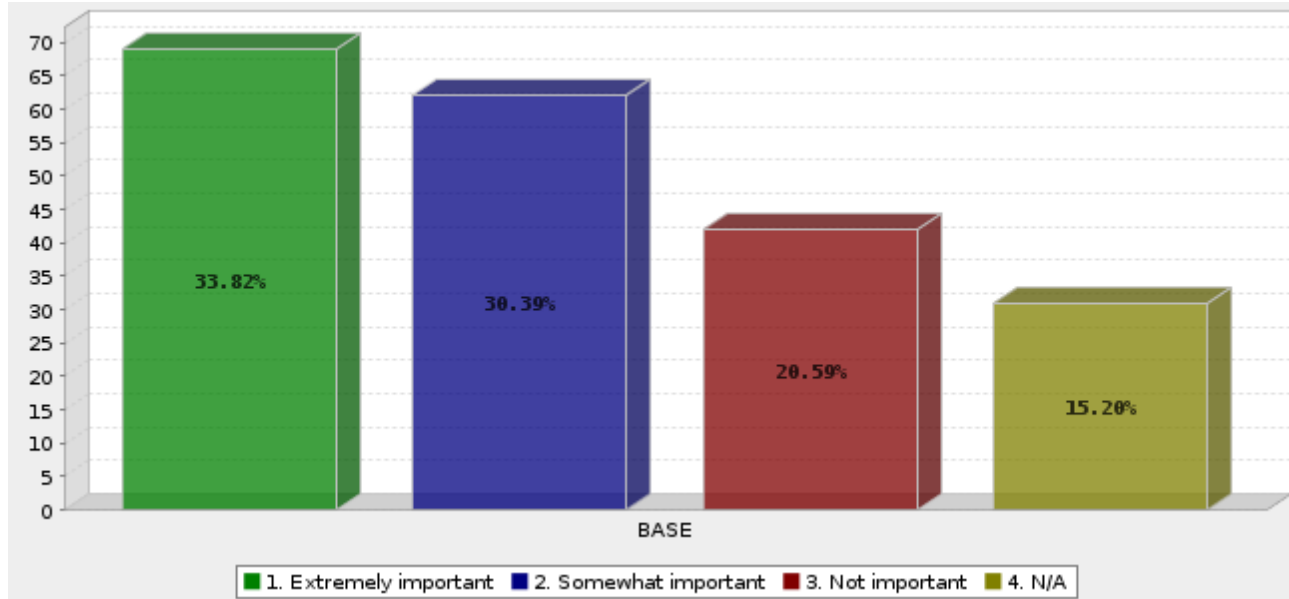
Q9. 8. Express Delivery - How important is it that NAFTA includes modern provisions to facilitate cross-border express delivery for small shipments?



	Answer	Count	Percent	
1.	Extremely important	105	49.76%	
2.	Somewhat important	68	32.23%	
3.	Not important	25	11.85%	
4.	N/A	13	6.16%	

	Total	211	100%	
Mean : 1.744	Confidence Interval @ 95% : [1.623 - 1.865]		Standard Deviation : 0.895	Standard Error : 0.062

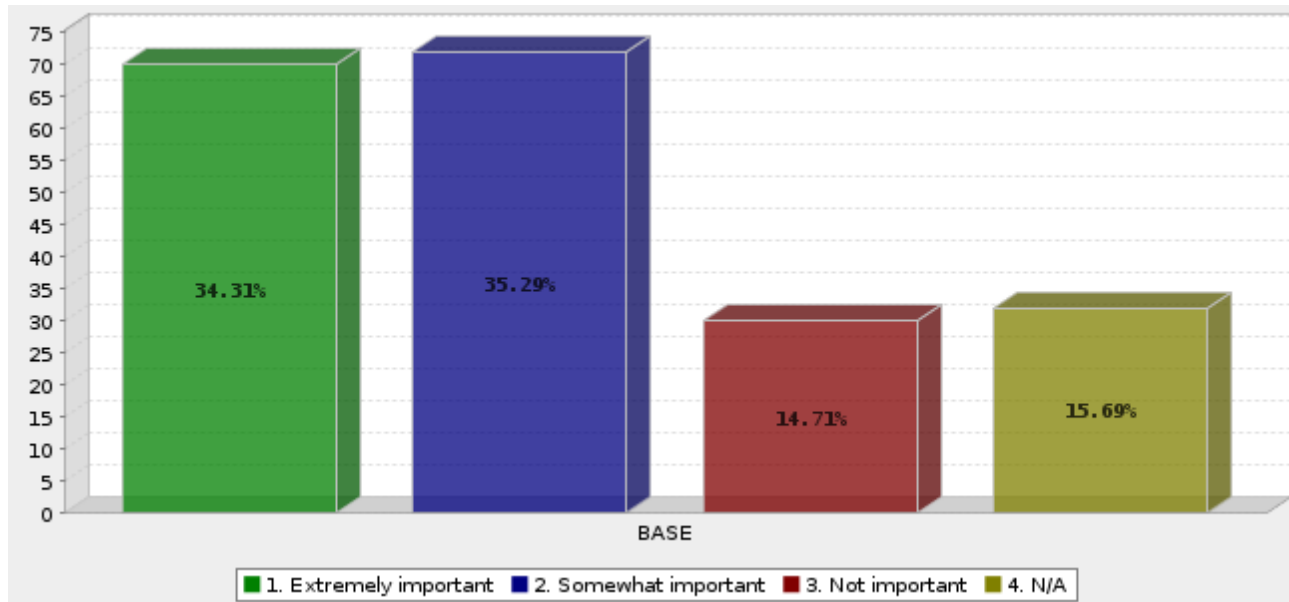
Q9. 9. Intellectual Property - Should NAFTA increase protection of intellectual property?



	Answer	Count	Percent	
1.	Extremely important	69	33.82%	
2.	Somewhat important	62	30.39%	
3.	Not important	42	20.59%	
4.	N/A	31	15.20%	
	Total	204	100%	

Mean : 2.172	Confidence Interval @ 95% : [2.026 - 2.317]	Standard Deviation : 1.062	Standard Error : 0.074
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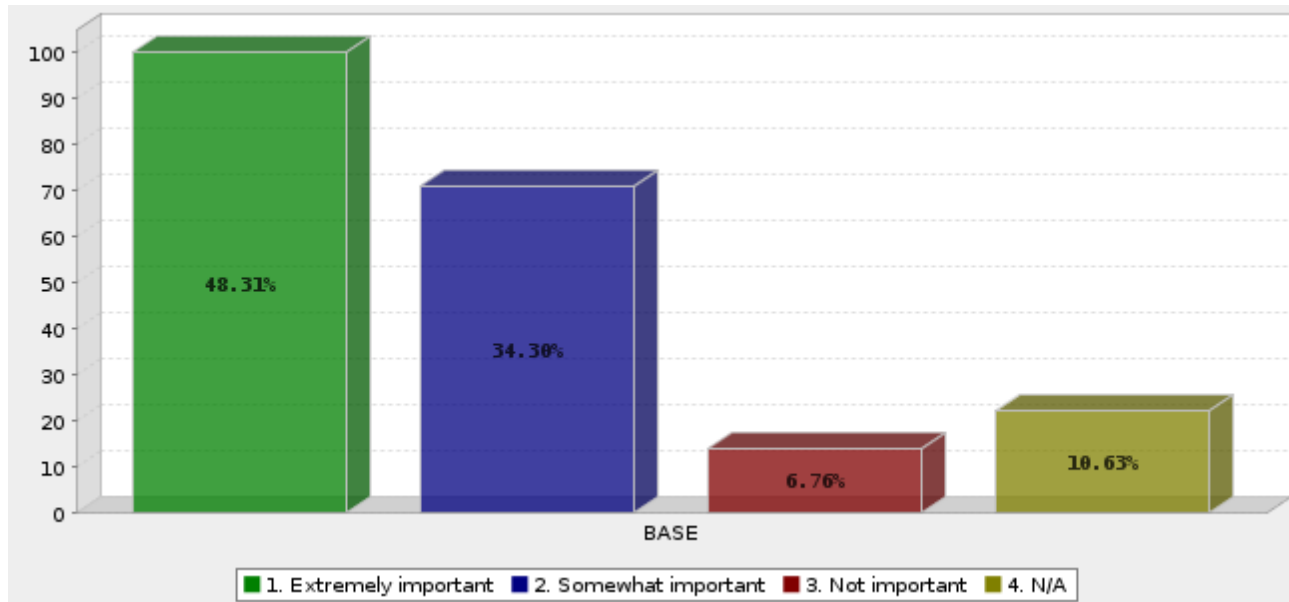
Q9. 10. NAFTA Professionals List - How important is it to update NAFTA labor categories to reflect modern classifications of employment?



	Answer	Count	Percent	
1.	Extremely important	70	34.31%	
2.	Somewhat important	72	35.29%	
3.	Not important	30	14.71%	
4.	N/A	32	15.69%	

	Total	204	100%	
Mean : 2.118	Confidence Interval @ 95% : [1.973 - 2.262]		Standard Deviation : 1.053	Standard Error : 0.074

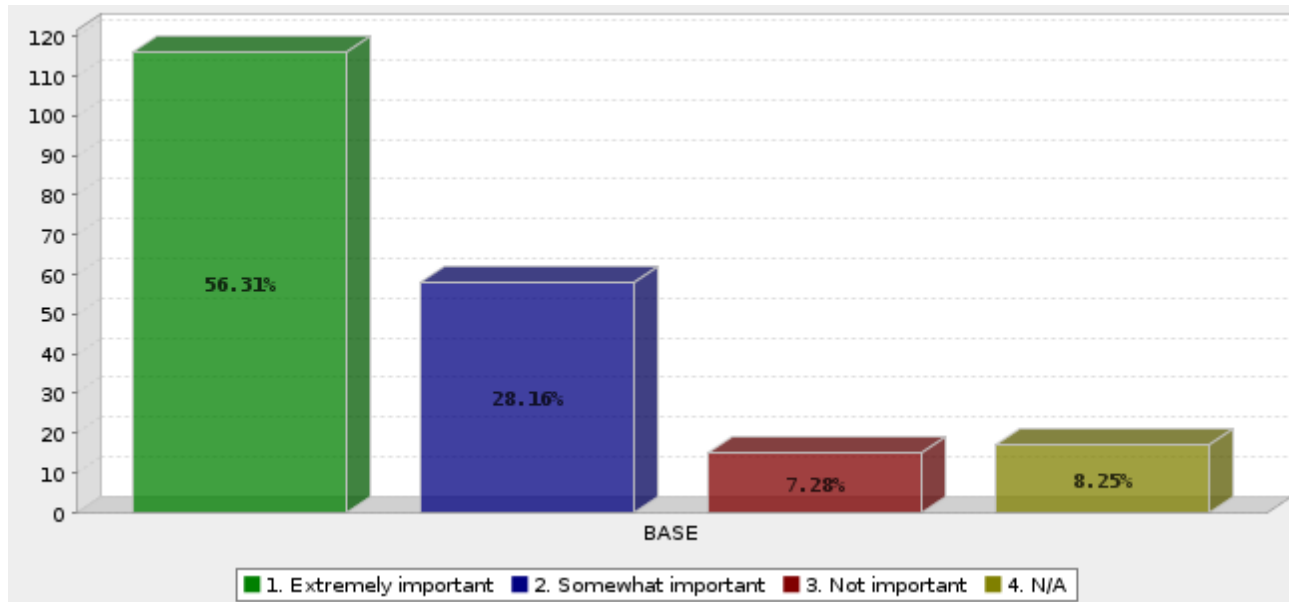
Q9. 11. North American Single Window - How important is it to finalize cross-border data sharing and harmonization into a single window for import/export?



	Answer	Count	Percent	
1.	Extremely important	100	48.31%	
2.	Somewhat important	71	34.30%	
3.	Not important	14	6.76%	
4.	N/A	22	10.63%	

	Total	207	100%	
Mean : 1.797	Confidence Interval @ 95% : [1.665 - 1.929]		Standard Deviation : 0.969	Standard Error : 0.067

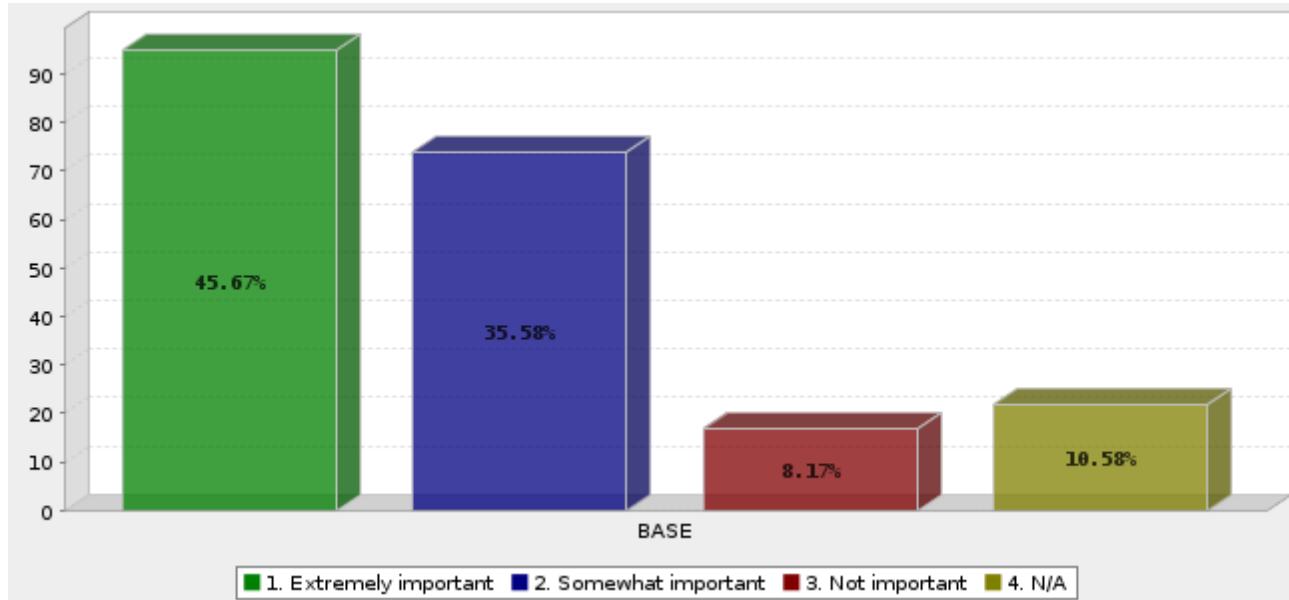
Q9. 12. Regulatory Cooperation - How important is it to encourage expansion and permanent adoption of the Regulatory Cooperation Council, to align product standards, testing and certification?



	Answer	Count	Percent	
1.	Extremely important	116	56.31%	
2.	Somewhat important	58	28.16%	
3.	Not important	15	7.28%	
4.	N/A	17	8.25%	

	Total	206	100%	
Mean : 1.675	Confidence Interval @ 95% : [1.548 - 1.802]		Standard Deviation : 0.930	Standard Error : 0.065

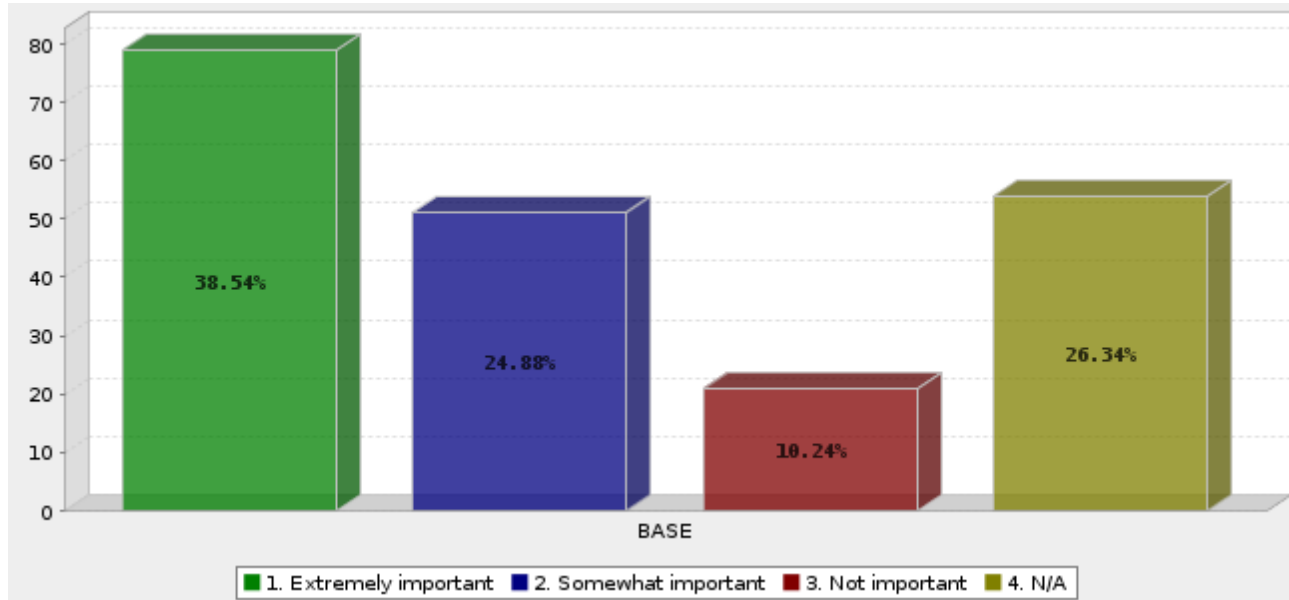
Q9. 13. Skills Certification Standards - How important is it to encourage mutual recognition of skills certifications standards across borders?



	Answer	Count	Percent	
1.	Extremely important	95	45.67%	
2.	Somewhat important	74	35.58%	
3.	Not important	17	8.17%	
4.	N/A	22	10.58%	
	Total	208	100%	

Mean : 1.837	Confidence Interval @ 95% : [1.705 - 1.968]	Standard Deviation : 0.969	Standard Error : 0.067
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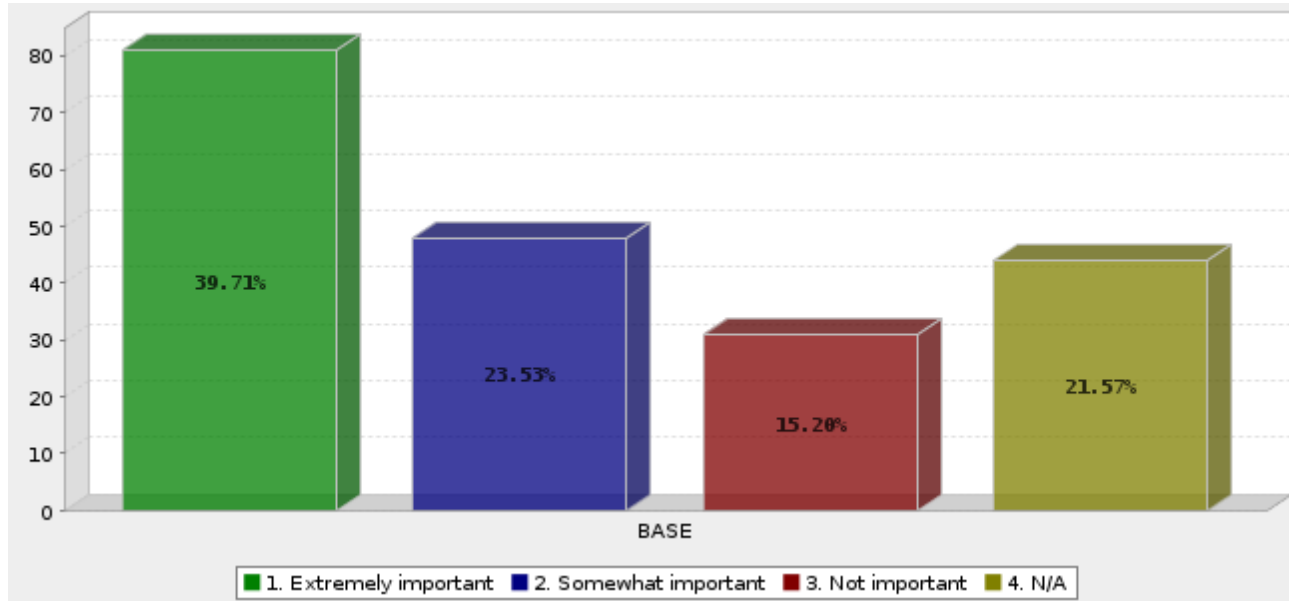
Q9. 14. Softwood Lumber - How important is it that a modernized NAFTA include a solution to softwood lumber?



	Answer	Count	Percent	
1.	Extremely important	79	38.54%	
2.	Somewhat important	51	24.88%	
3.	Not important	21	10.24%	
4.	N/A	54	26.34%	
	Total	205	100%	

Mean : 2.244	Confidence Interval @ 95% : [2.077 - 2.411]	Standard Deviation : 1.220	Standard Error : 0.085
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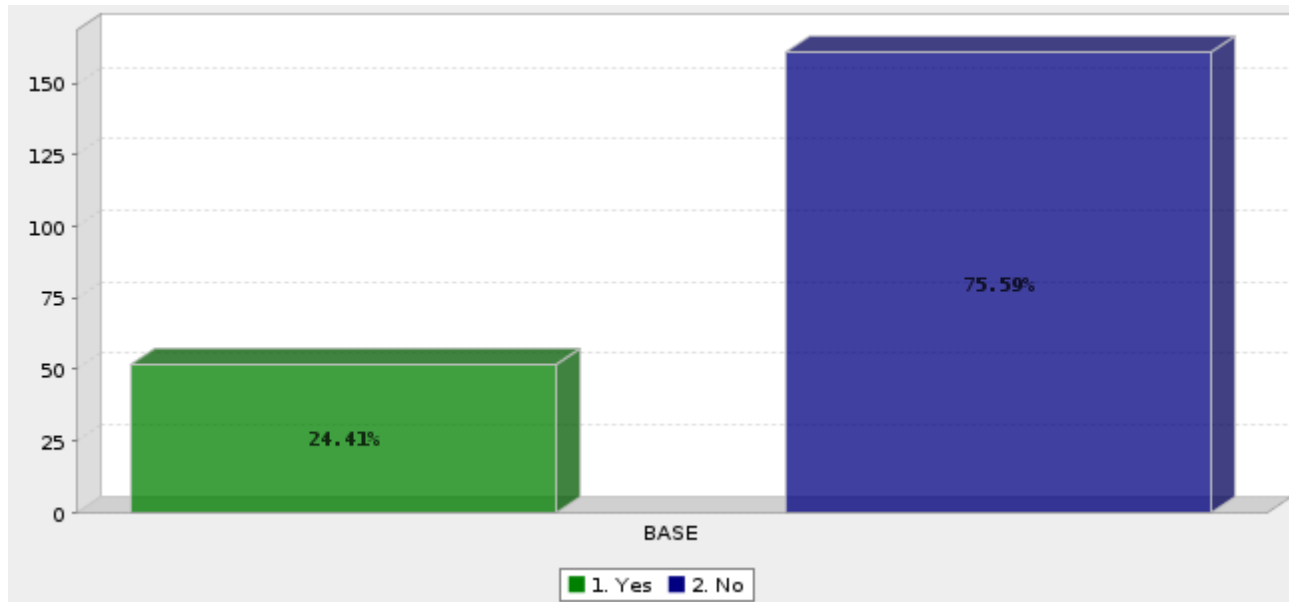
Q9. 15. Dairy and Poultry - How important is it that a modernized NAFTA address the issues related to dairy and poultry?



	Answer	Count	Percent	
1.	Extremely important	81	39.71%	
2.	Somewhat important	48	23.53%	
3.	Not important	31	15.20%	
4.	N/A	44	21.57%	
	Total	204	100%	

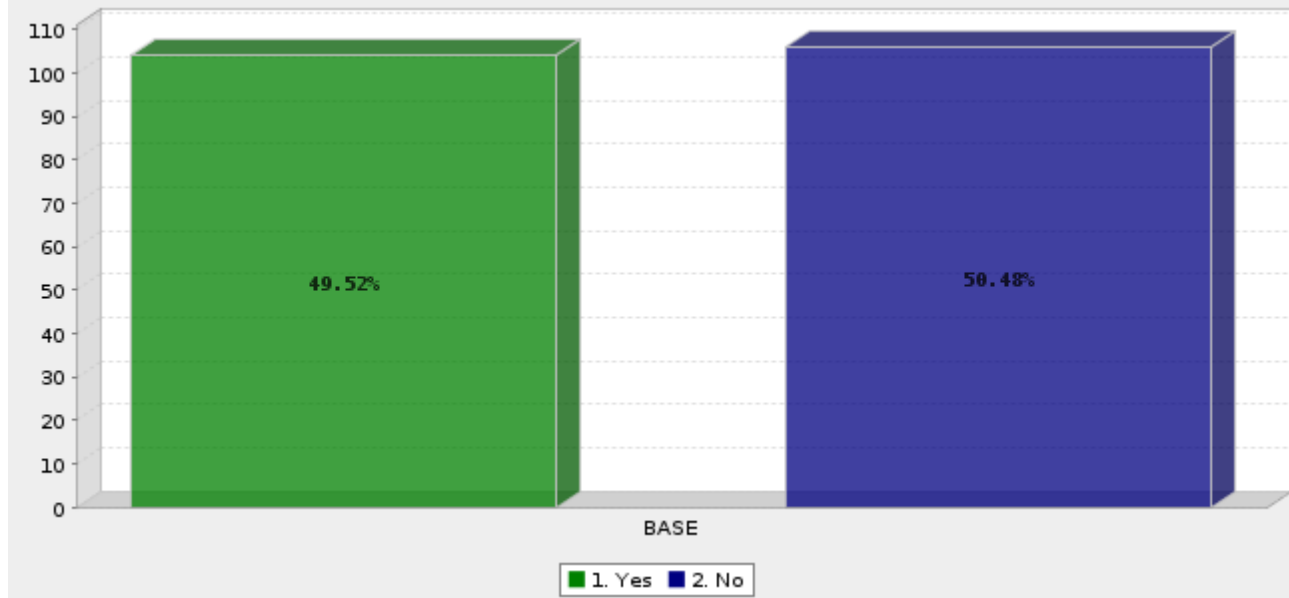
Mean : 2.186	Confidence Interval @ 95% : [2.025 - 2.348]	Standard Deviation : 1.176	Standard Error : 0.082
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Q15. Do you employ any foreign workers?



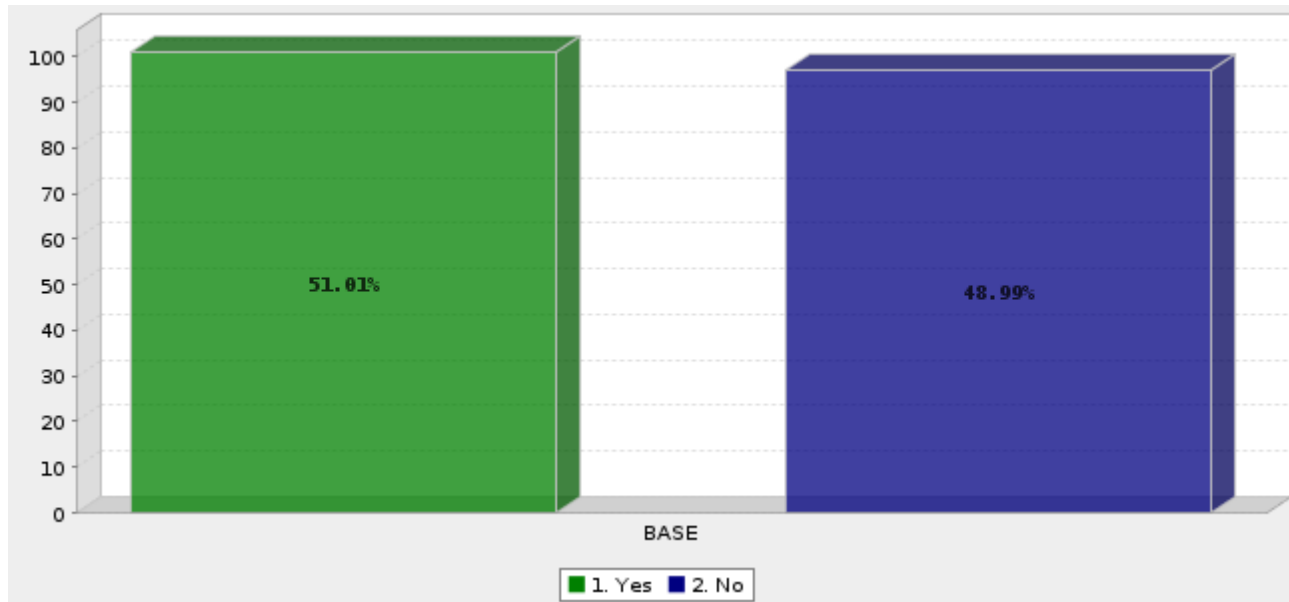
	Answer	Count	Percent	
	1. Yes	52	24.41%	
	2. No	161	75.59%	
	Total	213	100%	
Mean : 1.756	Confidence Interval @ 95% : [1.698 - 1.814]		Standard Deviation : 0.431	Standard Error : 0.030

Q17. Does your organization depend on bi-national supply chains between Canada, Mexico, or the U.S.?



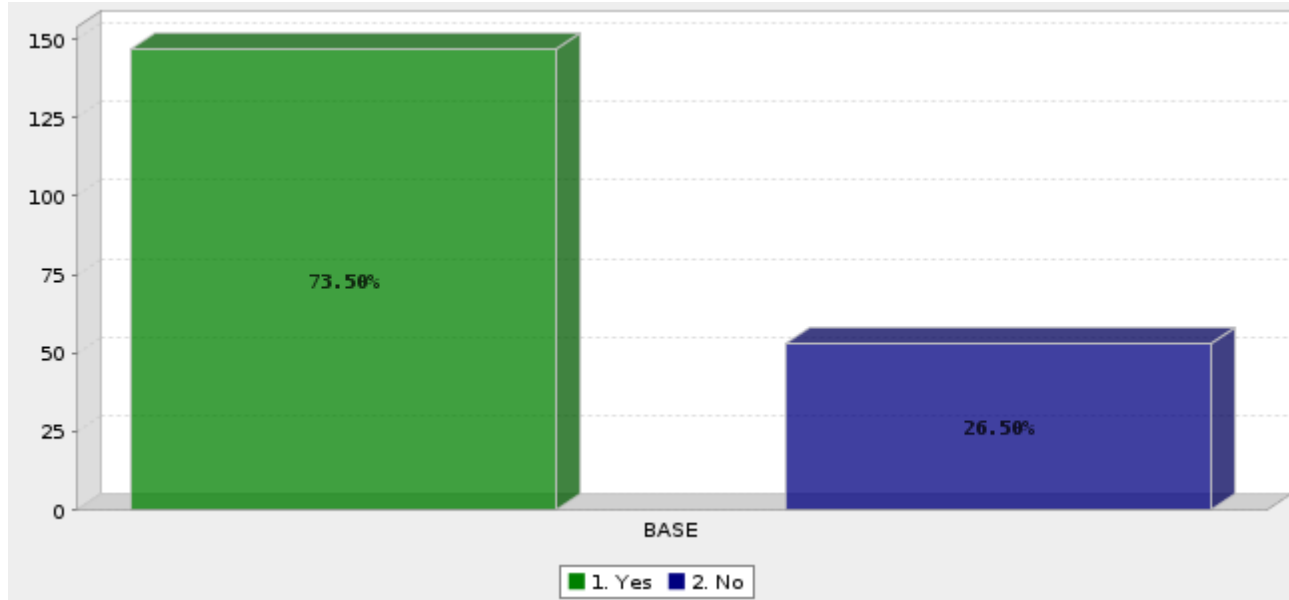
	Answer	Count	Percent	
	1. Yes	104	49.52%	
	2. No	106	50.48%	
	Total	210	100%	
Mean : 1.505	Confidence Interval @ 95% : [1.437 - 1.573]		Standard Deviation : 0.501	Standard Error : 0.035

Q20. Would your organization be interested in reviewing and potentially endorsing a list of NAFTA recommendations developed by the Taskforce?



	Answer	Count	Percent	
	1. Yes	101	51.01%	
	2. No	97	48.99%	
	Total	198	100%	
Mean : 1.490	Confidence Interval @ 95% : [1.420 - 1.560]		Standard Deviation : 0.501	Standard Error : 0.036

Q21. Would you be interested in receiving the aggregated results of this survey?



	Answer	Count	Percent	
	1. Yes	147	73.50%	
	2. No	53	26.50%	
	Total	200	100%	
Mean : 1.265	Confidence Interval @ 95% : [1.204 - 1.326]		Standard Deviation : 0.442	Standard Error : 0.031

**PNWER NAFTA Modernization Survey
Stakeholder Comments**

Listed below are potential areas for NAFTA modernization as suggested by stakeholders in the Pacific Northwest region. As part of PNWER's survey and stakeholder feedback process, we aggregated comments and results from a region-wide survey of stakeholders and identified eight areas with potential for modernization.

Please contact PNWER Executive Director Matt Morrison with questions regarding any of the below principles.

1. Cross-Border Trade Facilitation

Summary Highlights

- Include 'modern' processes for cross-border customs (methods to streamline and simplify clearance, declaration, documentation, facilitation, etc.). Simple clearance, declaration and origin rules will facilitate that process.
- Harmonize and align standards before products reach the border to increase efficient trading. This includes preclearance for goods and livestock.
- NAFTA has played a critical role in liberalizing agricultural trade and enabling stronger integration of agricultural supply chains. This integration has led to significant outcomes including greater productivity and competitiveness for the benefit of agricultural producers, processors and consumers across the region.

Stakeholder Comments

- Trade between all countries is essential. Get rid of bureaucracy and streamline trade!
- Modern provisions to facilitate cross-border customs for small packages (for perishables) would be a huge opportunity for producers in the NAFTA countries looking for direct access to customers
- Modernized tourist border crossing processes and documentation (upon entry at one country and traveling between them for recreation), such as arriving in Seattle on an international flight then traveling across the border via ferry to Canada or vice-versa.
- Food products go through inspection on one side of the border, then are stopped at the border for re-inspection. This is the greatest hazard to food safety that exists. We need alignment of standards BEFORE shipment.
- Shipping of cattle across the border and the need to give state heads up prior, so if there is a problem we can help mitigate. Awareness.
- A Border Adjustment Tax would be very detrimental to our company. We welcome negotiation of rules of origin and further integration of supply chain processes.
- Especially animal welfare based improvements that come from better border transiting processes. And better profitability from eliminating reinspection of meat at i-houses.
- 70% of the raw materials used in our mfg facility in Canada originate in the USA. Simple clearance, declaration and origin rules will facilitate that process.
- Modernized tourist border crossing processes and documentation
- NAFTA has played a critical role in liberalizing agricultural trade and enabling stronger integration of agricultural supply chains. This integration has led to significant outcomes

including greater productivity and competitiveness for the benefit of agricultural producers, processors and consumers across the region.

- POSITIVE --- NAFTA has allowed for and we have seen a SIGNIFICANT increase in trade of agricultural products both bulk and processed over the last decade
- Our business is of an international nature. NAFTA allows both our company and our NAFTA clients and partners to have a competitive advantage over our non-NAFTA competition
- We move products by truck and find that some carriers in the US must 'hand off' our goods to other, unrelated carriers. This impacts scheduling, pricing, carrier standards and movement visibility.
- If the border were open for fresh potatoes it would greatly expand the opportunities for all US potato growers. It would also help Mexican consumers have much more selection and lower prices
- NAFTA has made it smooth to export small packages to Canada and Mexico.
- Streamline border shipments by reducing amount of paperwork. We sell solar power and pumping systems (powered by photovoltaics). In the interest of promoting clean energy, it would be great if North American shipments would have less paperwork. The paperwork to ship to Canada is manageable, but shipping to Mexico is more frustrating. Usually we ship to a forwarder than to actually ship within Mexico.
- Reduce border-crossing interference for goods that are non-hazardous and subject to inspection at will.
- Simplify export document regulations.
- Cross Border standardization so products accepted by the EPA are also accepted by PMRA would reduce costs associated with duplication of production and inventory. Rather than being able to ship from Montana we have to ship to a distributor in BC who then ships to customers.
- We are transporters. The more trade the better for our business. Protectionism will result in reduced trade and therefore loss of work. Increased trade will have a positive effect.
- NAFTA allows our company to sell and ship products to Canada with ease. If it were not in place, we would definitely lose business to these areas. Our business to Canada contributes at least 20% of our yearly business; NAFTA is an important factor in keeping that going.
- There needs to be a mechanism for full and meaningful bone fide consumer representation at all stages on the process. This representation would help prevent the frustration that has given rise to attacks on NAFTA.
- With the Jones Act in place I see a barrier between any NAFTA actions including renegotiation.
- We send small and large shipments to Canada. A preauthorization of shipments and standardization of harmonization codes would help immensely to know costs and move products more rapidly.

2. Digital Trade and E-Commerce

Summary Highlights

- Recognize the importance of services trade in NAFTA, such as financial services, logistics, and information and communication technology.
- All business depends on free flow of data. Examine digital trade provisions that were identified in the TPP as a starting point for including this in a modernized agreement.
- Clients who require cross border banking services would benefit greatly from improved NAFTA regulations pertaining to e-commerce, and standardized financial services

regulation.

Stakeholder comments

- Retransmission rights and copyright.
- I represent many clients who are impacted daily by NAFTA and see their challenges. From a financial services perspective, clients who require cross border banking services would benefit greatly from improved NAFTA regulations pertaining to e-commerce, and standardized financial services regulations.
- Digital trade provisions from TPP are a good starting point for NAFTA, particularly since both Canada and Mexico are already accepting of the TPP provisions. All business depends on the free flow of data.
- Provisions that others will use to weaken agreements going forward, like exclusion of 'new services' and text and data mining. Issues that are more urgent with Europe, but NAFTA can set a good precedent.
- Non-discriminatory treatment of digital products; duty-free treatment of digital products and content.
- Importance of services trade -- you have express delivery, but nothing more than that. Logistics, financial services and ICT are essential to a fully integrated North American economy. We are concerned that before one gets to NAFTA, the trade deficit report in the US will focus exclusively on trade in manufactured goods, poisoning the environment for negotiations to modernize NAFTA. In truth, trade in manufactures depends heavily on services, and this is not recognized.

3. Further Integration of North American Energy and Infrastructure

Summary Highlights

- Find opportunities for further integration of North American energy markets and the infrastructure needed to connect them
- Examine energy and transportation regulations including pipeline standards, renewable energy standards and energy transport standards

Stakeholder comments

- It is time that NAFTA negotiated free trade in transportation.
- As an oil and gas producer operating on both sides of the border it is imperative that trade between Canada and the USA continue to be supported through agreements like NAFTA
- Strong environmental progress including adoption of clear and enforceable plans to reduce carbon pollution in North America.
- Include cross border agreements regarding pre authorization of emergency responses for disasters, both natural and man-made.
- Include in the modernized NAFTA document the importance of recognizing all marine related trade/business as an independent industry or sector. Work towards a unified coastal community throughout the Americas.
- Pipeline regulations vary in each country making the process much more difficult for cross border infrastructure.
- Our company depends upon transportation infrastructure. We import and export grains by vessel and by rail between all three countries.
- It is very important that NAFTA supports further integration of North American energy

- markets and the infrastructure needed to connect them - In my opinion - this is a major issue!
- Free, unfettered, untaxed, un-tariffed movement of solar PV equipment and other renewable energy equipment across Mexican and Canadian borders In the interest of promoting clean energy, it would be great if North American shipments would have less paperwork. The paperwork to ship to Canada is manageable, but shipping to Mexico is more frustrating. Usually we ship to a forwarder than to actually ship within Mexico.
 - The upstream drilling and completions sector is highly mobile and relies on the free flow of equipment, supplies, and personnel between Canada and the US.
 - Recycling commodities go south of the border to the US. Newly manufactured products from south of the border come north (Aluminum Beverage Can Stock) into Canada.
 - Many of our hydraulic components in our Canadian manufacturing process are purchased from US-based manufacturers or distributors and most of the steel or aluminum used in our manufacturing originates in US
 - China will otherwise eat our lunch as they monopolize the industries needed for the coming clean energy economy including solar equipment, electric vehicles, wind generation systems, etc. Let's not repeat the 'big car' fiasco when Japan took over our auto industry. Could happen easily if GM, Ford, Chrysler continue to lowball EVs

4. Regulatory Cooperation

Summary Highlights

- Integrate research-backed findings with regulatory agencies
- Expand regulatory cooperation efforts across all sectors
- Uphold and extend the gains achieved in the existing NAFTA agreement
- Aim to align consistent regulations on both sides of the border

Stakeholder comments

- Collaboration with U.S. business is critical to our success and to the success to our commercial clients Globally. This facilitates a win /win culture of economic advantage within the region that in turn facilitates jobs and economic growth in both the US and Canada.
- Harmonization of pesticide registration and research between EPA and PMRA (there is allegedly an agreement under NAFTA but we have not had a positive experience getting emergency use or products registered in Canada that are in the US)
- NAFTA has allowed our small US business to grow with International shipments to Canada & Mexico. We need level access to these markets.
- Pipeline regulatory problems are impediments to economic development by increasing costs, regulatory inconsistencies on both sides of border
- Better regulatory consistency/equivalency, more timely permitting authority
- Especially animal welfare based improvements that come from better border transiting processes. And better profitability from eliminating reinspection of meat at i-houses.
- 1) Greater synchronicity in crop input approvals and alignment of maximum residue limits for crop protection products:
 - Asynchronous approvals of crop input products and maximum residue limits that are not aligned create trade barriers. Chlormequat (a growth regulator) is one current example of a valuable product that is registered in Canada but not in the U.S. The lack of U.S. approval creates a trade barrier and restricts the use of a product that could otherwise improve farm income.

- There have been situations in the past, in the late 1990s for example, when a number of U.S. States used differences in crop input regulations explicitly to block shipments of Canadian grain. These type of protectionist actions should not be acceptable by any NAFTA partner following the modernization of the agreement.

2) Agreement on treatment of modern plant breeding techniques, and cooperation on low level presence (LLP) policy and biotechnology approvals:

- Modern plant breeding technology is advancing rapidly, with the emergence of new technologies such as gene editing. Farmers on both sides of the border will benefit if a modernized NAFTA agreement includes measures that help ensure simultaneous review of the varieties developed by these new technologies and a consistent approach to the approval process that allows developers to simultaneously submit a common data package to regulators in both Canada and the U.S.

- Canada has developed a draft LLP policy that would facilitate the trade of products developed through the use of modern plant breeding techniques if these products are approved in a country that has a robust science based approval process. A modernized NAFTA should include a LLP policy that facilitates the trade in these new varieties when the products have received regulatory approval in Canada or the U.S.

- We are hopeful that the renegotiation process will uphold and extend the gains achieved in the existing NAFTA agreement. If the renegotiation process focuses on opportunities to modernize trading rules and expand regulatory cooperation (for instance with elements on biotechnology such as those negotiated under the Trans-Pacific Partnership Agreement) the outcomes will be largely beneficial.
- Cattle from both sides of the Canada/US border get fed and processed on either side of the border and can recross on the way to the final step. And then further processed across the border again. Both countries could do more to allow that to happen smoothly, quickly and simply (with electronic documentation) for both live animals and for meat.
- A focus on health standards. Products must meet requirements that protect citizens from harm but not prevent businesses from open trade of safe products.
- 1) Standardization of beef 'grading' systems or equivalency between countries
2) Acceptance of principle of 'transformation' relative to definition of country of origin in cattle/beef industry
- The highest transactional costs and trading frictions are caused by the borders (or in some cases interior) procedures and personnel to enforce the applicable regulatory frameworks. Therefore, it should be prevented to leave without change or formulate provisions that could provide for discretionary basis for each of the countries to decide and impose unilaterally any of the regulations and/or their enforcement for the bulk agricultural imports. The incidental or emergency procedures must be in specific chapters, also preventing full and/or permanent discretion for them, while encouraging and if possible mandating maximum transparency and regulatory/enforcement revisions. That should work for all regulatory scopes applied to them.
- Prevent the introduction of non-safety regulatory concepts, or belonging to any private contractual terms, into the trade regulatory regional framework, mainly any quality related issue or parameter, but also, labor, intellectual property or environmental provisions, specifically for bulk agricultural products. This would include especially to avoid them in all official dispute resolution or arbitration mechanisms.
- Create a harmonized invasive species strategy/plan in border regions
- Harmonization of pesticide registration and research under previous NAFTA agreement (EPA & PMRA) has not made it easier to register products or acquire products for emergency use in Canada any easier.

- Existing commitments pertaining to preferential rules of origin between NAFTA countries must be maintained or further liberalized, but not tightened. There is concern that more stringent requirements surrounding rules of origin would lead to increased complexity and costs for firms operating integrated agri-food supply chains. We strongly agree that the Regulatory Cooperation Council should be expanded and made permanent. RCC initiatives such as joint pesticide reviews, alignment and modernization of plant health requirements (e.g. e-certification), etc. are critical to reduce unnecessary burdens on cross-border trade. Incorporating the RCC under NAFTA and providing dedicated resources to this initiative could help ensure the RCC's continued relevance even under changing administrations.

5. Labor Mobility

Summary Highlights

- Streamline the process; need to facilitate job offers and timely arrival on both sides of the border
- Update Chapter 16 NAFTA Professions list to reflect the jobs that actually are needed to be filled on both sides of the border, or abolish the list altogether and establish a process that is more responsive to regional labor market dynamics. (82.5% of survey respondents rated at extremely or somewhat important)
- Ability to access talent, supplier, and partner across borders improves ability to compete globally on both sides of the border.

Stakeholder comments:

- Employment. Difficulties in attracting talent to Canada from the USA in terms of employees and consultants.
- Movement of professionals across the border (both ways)
- NAFTA has made it easier for us to move our people to deliver temporary consultant services to our operations south of the border in the US.
- Ability to access talent, supplier and partners across borders improves ability to compete globally on both sides of the border.
- Bad trade policies have contributed to deindustrialization, loss of our industrial base, millions of jobs, stagnant wages, erosion of the middle class, loss of trust in government, and political instability.
- Labor agreements for agriculture 'guest workers' would be a benefit
- Lack of skilled crane operators for US construction projects and difficulty in getting Canadian trained and certified workers to the jobs
- Visa approval processes for academics hired on medium-term contracts need to be streamlined to facilitate job offers and timely arrival
- Make professional and temporary work travel simple and inexpensive. We work with Maryland and Colorado consultants and need them to be able to work here for a week here or there. Border paperwork is OK, but could be better.
- 1. Update the list.
2. Harmonize the paperwork for bringing in consultants.
3. Exempt having to pay personal income tax in both countries.
- Update the TN Visa lists. It's 2017 not 1994 anymore. Experience is more important than education.
- Would like to see a more fluid border so we could move our employees more seamlessly

- between the two jurisdictions.
- There is work to be done at the domestic level too. Allow employers to hire whoever they want as a first step to citizenship.
 - Make it easier for temporary foreign workers to enter Canada
 - This is also very important to our industry. We need simplified and stable access to Mexican workers.
 - Being able to bring (family in-laws) into our business sector in Canada so that we can all be together to work.
 - The Jones Act has both positive and negative implications within NAFTA. The fear of Job loss among the Maritime Unions in the U.S. depicts a propagated anecdote of long unemployment lines because 'those foreigners work for cheap'. Whereas the need for skilled seafarers by 2025 will be at a shortage . How to unify the coastal communities becomes the question.
 - now we have more open positions for those international trade professionals. In the past we were more focused only in the domestic trade
 - NAFTA's impact on employment is perceived, as the saying goes, robbing Peter to feed Paul. This is valid from the workers point of view. The need to unify an economic standard within the maritime community that relates to legitimate living wages needs analysis. By cutting tariffs to the corporate owner what percentage is returned to the worker? This should be an ongoing concern of NAFTA.
 - Simplified movement across the border for services
 - A general increase in employment numbers due to increase in demand for agricultural products both for our organisation specifically and the ag industry in general.
 - NAFTA has an very significant advantage over non nafta countries in terms of creating jobs and technology development for Canada and our NAFTA partners
 - Potential for greater travel and sharing of opportunities if labour markets were not so restrictive. For example, if a mine in Canada cannot recruit an electrician why can it not get a US one to fill the job? Now it cannot.
 - updating and expanding NAFTA Professionals list, improved border clearance procedures, professional visa's to facilitate work on both sides of the border
 - We utilize foreign workers when the availability of local workers is limited. The process for accepting workers should be streamlined.
 - Chapter 16 list needs to be updated to reflect the jobs that actually are needing to be filled on both sides of the border
 - Qualifications for persons coming in from other countries should be reviewed to see if these match similar qualifications in Canada. Many times, these people have the same qualifications in areas such as accounting, but are not given credit for them.
 - As a small US software company that has invested heavily in research and development to handle Canadian payroll, electronic file transmission and other Canada specific features; and as a company whose customers are 50% Canadian; and as a company whose customers rely on our software for their accounting and business management... it is absolutely critical that business between the US and Canada remain under free trade without burden of red tape and bureaucracy. NAFTA has insured that we can travel to Canada for after sale support under Business Visitor status without need for work permits, etc. We also do a great deal of training via webinars and remote connection. This is vital to our business and to that of our customers. It is important that these aspects of business remain unencumbered in order that we can continue to provide top level support to our customers in both the US and Canada.
 - Chapter 16 list needs to be updated to reflect the jobs that actually are needing to be filled

- on both sides of the border
- Update the TN Visa lists. It's 2017 not 1994 anymore. Experience is more important than education
- Access to US for consultants seems arbitrary and depends on who the border agent is. This is a disincentive to expand into the US market
- Keep a low profile to avoid getting mixed into the broader US debate on immigration.

6. Reduce Non-Tariff Trade Barriers

Summary Highlights

- Our states and provinces are each other's top customers. Our economy is integrated as the economic watersheds flow north and south. Trade barriers reduce the overall benefit to our region.
- Tariffs are seen as detrimental to business and make products more expensive
- Tariffs risk turning the market elsewhere

Benefits

- Increased sales

Stakeholder comments

- I believe retailers in Canada will be deterred from ordering US products if the modernized NAFTA is not seen as balanced and fair to to all partners. The dollar exchange already puts clothes imported from the US at a higher price point than our own local designers/manufacturers.
- We import a lot of product from the US for our market. Closing the border and adding tariffs will hurt the US companies that we do business with as well as make it more expensive for our Canadian customers.
- Duty free and quota free flow of beef and cattle trade should continue and be improved.
- Protectionism, such as the dairy/poultry industries for example, has to be addressed with particular reference to other jurisdictions who fought to retain their marketing policies and found that they actually benefitted from the removal of the protection.
- Overall the duty avoidance in NAFTA is positive.
- Tariffs and Taxes are unfair as the US and Canada are two countries that share so much in common. Business in the free enterprise marketplace must not be restricted by such ancient practice.
- In NAFTA renegotiation, we are concerned that any increased tariffs on frozen potato products, food products, fertilizers and other agribusiness products would have a negative impact.
- Softwood lumber tariffs will have a negative impact on employment in BC.
- As long as steps are not taken backward around duties, quotas and non-tariff barriers such as rules of origin then impacts can be positive.
- Preservation of all current tariff and duty free preferences; regulatory cooperation/coherence principles, SPS provisions, and Technical Barriers to Trade provisions that improve on TPP standards.
- We make hay products for animals. Tariffs and taxes added as well as freight costs, turn away so many customers from Canada. Our products become just too expensive.
- NAFTA reduced tariffs from 20% to 0 thus benefiting our exports
- Tariff reduction has increased sales.
- if we see new tariff or non-tariff new regulations as a result of the NAFTA renegotiation, for

- sure we will look for some other country of origins
- As cattle industries from Canada, Mexico and the US have written joint letters to our respective administrations, any renegotiation should not raise the zero tariffs we currently have.
 - Personal income tax is a challenge particularly the exemption limits for making money in the other country. the limits should prevent double taxation.
 - NAFTA has helped us to be able to sell our product, especially in Canada. We are hurt/burdened enough by the current exchange rates and do not need tariffs or other barriers. NAFTA has been positive by facilitating product sales. Further tariffs or tightening of movement of goods will hinder our sales. Due to exchange rates, we have been purchasing some materials and products in Canada for resale in the US. Without this, we potentially lose enough sales to cut jobs.
 - in addition to standardizing the de minimis values, it would be helpful to have them higher.
 - We are fearful of any punitive border taxation as nearly all of our production is sold in the USA. We would welcome harmonization of regulations between the two countries and hope that a renewed trade agreement would focus on efficiency and modernization.
 - It is time that NAFTA negotiated free trade in transportation. Extend cabotage to all forms of transport within the trading bloc.
 - Our most important priority by far is to get open access to fresh potatoes into Mexico. This was promised in the original agreement but has never been adopted beyond the 26 kilometer border region. It is currently tied up in Mexican courts
 - We are one market, one supply chain, one labor pool. We succeed as one and are markets, regulatory controls and economic strategies need to be coordinated as regions, not as countries.

7. Dispute Settlement Mechanisms

Summary Highlights

- NAFTA has been inefficient in resolving disputes in a few major industries, highlighting the necessity for new mechanisms that will decrease 'uncertainty'
 - Uncertainties hurt global competitiveness and may cause certain companies to turn to partners in other regions, esp. Asia

Stakeholder comments

- There is a constant interference by the US on the movement of oil and gas via pipeline to market. This interference has caused tremendous uncertainty and loss of market share for Canadian producers. Canada has not interfered with the movement of energy actually imported from countries like Saudi Arabia, Iran, Venezuela at Portland (Maine) and piped up into Canada at Montreal and then sent to New Brunswick, taking market share away from Canadian producers. The US has put burdens on the flow of Canadian crude but expects their imported crude to be able to flow freely in Canada without blockage from our Canadian government. This must change if the concept of 'Free Trade' is to exist.
- The dispute mechanism of NAFTA is so lengthy and unreasonable that investors choose to move their investment dollars to jurisdictions that have clear and concise rules and policies. NAFTA has been ineffective in resolving disputes in agriculture, energy, and forestry. A new mechanism is essential for the success of a new NAFTA arrangement.
- US subsidized product has made competition extremely difficult.
- Any trade uncertainty hurts global competitiveness. Is encouraging Canadian companies large

and small to look to partners, suppliers and customers elsewhere, particularly in Asia.

- Uncertainty is never desirable. In beef and cattle trade there is already good flow. I have a concern that instead of improving steps backwards are taken.
- I strongly recommend we not develop a strategy of forming NAFTA version 2.0. We need a new framework for negotiating trade/transportation/environmental/cultural exchanges among nations and states. This is going to require a whole new way of thinking about what our connections to others looks like in the post-globalization century.
- Build on what we have. Tearing down and starting again sometimes is attractive to those not involved and who have concerns. But the effort required to start a new agreement is prohibitive.
- Dispute resolution process, trade adjustment assistance program.
- Establish more effective and affordable dispute mechanism.

8. Environment

Summary Highlights

- Examine opportunities to find common ground on environmental and clean energy standards across North America.

Stakeholder comments

- Strong environmental progress including adoption of clear and enforceable plans to end carbon pollution in North America. Canada is ahead of us in many ways yet still promotes polluting extraction.
- China will otherwise eat our lunch as they monopolize the industries needed for the coming clean energy economy including solar equipment, electric vehicles, wind generation systems, etc. Let's not repeat the 'big car' fiasco when Japan took over our auto industry. Could happen easily if GM, Ford, Chrysler continue to lowball EVs.
- Adopt clear and enforceable plans to protect the environment and address carbon pollution.
- Being based in BC the softwood lumber portion of NAFTA is hugely important, particularly in our region where forestry drives the economy. Negotiating a trade agreement that bring this into the fold will reduce uncertainty in the BC economy as a whole. Ready access to the US basket of goods is also hugely important to our business.
- Environmental protections must be strengthened - the ability of each country to enforce its regulations must not be undermined by investor disputes

Other Comments

- Ensure groups like PNWER are front and center in consultation mechanisms for negotiation.
- I would like to see an institutionalized and fully funded Stakeholder Advisory Council with bone fide consumer, labor and business community representation going beyond only the "big business" community to enable dialogue, build trust in free trade and ensure all views are heard.
- Engage with grassroots organizations and members of the public. Events like public forums, plain-language information materials and workshops, etc in order to facilitate access of the public to these negotiations.
- The bilateral and regional trade stakeholders participation is critical to guide the negotiations into a verifiable fair agreement for all parties

- Focus on harm of protectionism to job security and growth. Focus on value in being globally competitive. Focus on reputation risk uncertainty is creating.
- Please work with district export council's, invite largest stakeholders in each state to participate, and send written letters.
- This has to be about moving forward toward positive improvements. It cannot be about moving backwards into protectionist times.