



INTERNATIONAL
TRADE
ADMINISTRATION

Benefits from the U.S.-Panama Trade Promotion Agreement

Virginia

www.export.gov/fta/panama/state

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The U.S.-Panama Trade Promotion Agreement Provides Enhanced Market Access

The U.S.-Panama Trade Promotion Agreement (TPA) offers tremendous opportunities for Virginia's exporters. Panama's strategic location as a major shipping route and the massive project underway to expand the capacity of the Panama Canal enhance the importance of the U.S.-Panama TPA for Virginia's exporters.

When the Agreement enters into force, 88 percent of U.S. consumer and industrial exports to Panama, including nearly all information technology products; aircraft and related equipment; agriculture and construction equipment; medical and scientific equipment; environmental products; pharmaceuticals; fertilizers; and agro-chemicals will become duty-free immediately. The remaining tariffs phase out over 10 years. U.S. farmers and ranchers will also become much more competitive, benefiting from immediate duty-free treatment of more than 60 percent of current U.S. agriculture exports. Key U.S. agriculture exports such as high-quality beef, other meat and poultry products, soybeans, most fresh fruit and tree nuts, distilled spirits and wines, and many processed food products, will be duty-free upon entry into force of the Agreement. Tariffs on most remaining U.S. farm products will be phased out within 15 years.

Opportunities for Virginia's Businesses to Participate in the Panama Canal Expansion Project

The U.S.-Panama TPA will ensure that Virginia's firms can participate on a competitive basis in the \$5.25 billion Panama Canal expansion project that will offer many opportunities for U.S. providers of goods and services. Ultimately, the Canal expansion will benefit Virginia's exporters by increasing the Canal's capacity, which will reduce the costs of transporting goods while keeping up with the demands of a growing global economy.

Virginia Depends on World Markets

Virginia's global export shipments of merchandise in 2007 totaled \$16.9 billion.

Virginia's merchandise exports to Panama totaled \$26 million in 2007, an increase of 128 percent from the 2003 to 2007 period.

Exports Support Jobs for Virginia's Workers –

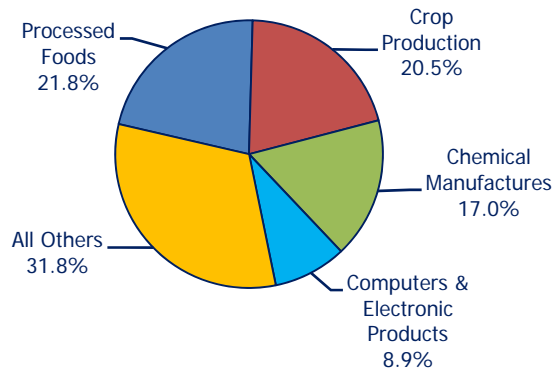
Export-supported jobs linked to manufacturing account for an estimated 3.2 percent of Virginia's total private-sector employment. Nearly one-sixth (15.1 percent) of all manufacturing workers in Virginia depend on exports for their jobs. (2006 data are the latest available.)

Exports Sustain Thousands of Virginia's Businesses – A total of 4,596 companies exported goods from Virginia locations in 2006. Of those, 3,834 (83 percent) were small and medium-sized enterprises (SMEs), with fewer than 500 employees.

The U.S.-Panama TPA Expands U.S. Services Providers' Access to Panama's Services Market

The U.S.-Panama TPA expands U.S. services providers' access to Panama's primarily service-based economy. The Panama Canal and the Colon Free Zone provide much of the stimulus for Panama's services sector. Key services include banking and financial services, accounting, legal and insurance services, inter-modal transportation services, container ports, flagship registry, tourism, and medical and health services. Panama made substantial commitments to liberalize its services trade. For example, Panama committed to open its telecommunications and financial services sector to U.S. companies, to lift restrictions on investment in retail services trade and to provide new access to professional services that previously had been reserved exclusively to Panamanian citizens.

Virginia Exported \$26 Million in Goods to Panama in 2007



Source: U.S. Department of Commerce, International Trade Administration

The U.S.-Panama TPA Moves the Trade Relationship from One-Way Preferences to Reciprocity

In 2007, 91 percent of Panama's exports to the United States entered duty free either on a Normal Trade Relations basis or through unilateral U.S. trade preference programs such as the Caribbean Basin Initiative and Generalized System of Preferences. Because of high Panamanian tariffs, U.S. exporters do not have equivalent access to the Panamanian market. The U.S.-Panama TPA levels the playing field and enhances competition because it moves the U.S.-Panama commercial relations beyond one-way preferences to full partnership and reciprocal commitments.

Virginia's SMEs Will Benefit from U.S.-Panama TPA Provisions

SMEs generated 28 percent of Virginia's exports of merchandise in 2006. SMEs particularly benefit from tariff-eliminating provisions of free trade agreements (FTAs) and should benefit from significant tariff cuts under the U.S.-Panama TPA. The transparency obligations, particularly those contained in the customs chapter, are also very important to SMEs, which may not have the resources to navigate customs and regulatory red tape.

The U.S.-Panama TPA Opens New Markets for Virginia's Exports

Computers and Electronic Products – Computers and electronic products accounted for \$3.7 billion, or 22 percent, of Virginia's global exports in 2007, making it state's largest manufactured export category that year. Vermont's exporters of computers and other information technology equipment will benefit from U.S.-Panama TPA tariff reductions. Certain U.S. exports of information technology equipment will receive duty-free treatment immediately upon entry into force of the Agreement, including DVDs, telephone and fax equipment, semiconductors, and medical and laboratory instruments.

Chemical Manufactures – Virginia's global exports of chemical manufactures totaled \$2.1 billion in 2007, 12 percent of the state's total exports. Virginia's exporters of chemicals and related products, including pharmaceuticals, cosmetics, fertilizers, and agro-chemicals, will benefit from U.S.-Panama TPA tariff reductions. Eighty percent of U.S. chemical exports will receive duty-free treatment immediately upon entry into force of the Agreement, including fertilizer, resins, and soda ash. Remaining tariffs will phase out within ten years. Current Panamanian tariffs average 3.5 percent and can be as high as 15 percent.

Machinery Manufactures – Virginia's companies exported \$1.4 billion in machinery manufactures in 2007. Virginia's exporters of machinery will benefit from U.S.-Panama TPA tariff reductions.

Certain U.S. exports of machinery manufactures will receive duty-free treatment immediately upon entry into force of the Agreement, including turbines, machine tools, sewing machines and office machines. Tariffs on all U.S. exports of agricultural and construction equipment, which are currently as high as 10 percent, will fall to zero immediately upon entry into force of the Agreement. These tariff reductions will improve U.S. equipment manufacturers' access to the Panamanian market, especially during the bidding processes for the Panama Canal expansion project.

The U.S.-Panama TPA Creates Opportunities for Virginia's Agriculture

In 2006, agriculture exports from Virginia to the world amounted to \$588 million (latest data available). Despite high tariffs and other barriers on agricultural products, including key Virginia farm products such as beef, poultry, wheat, and tobacco, U.S. exporters shipped \$304 million in U.S. farm products to Panama in 2007, up \$95 million from 2006. A primary U.S. objective was to change the "one-way street" of duty-free access currently enjoyed by most Panama exports into a "two-way street" that provides U.S. suppliers with access to Panama's market and levels the playing field with competitors. This objective was achieved. The U.S.-Panama TPA also includes far-reaching bilateral provisions concerning sanitary and phytosanitary (SPS) measures and technical standards that will help to eliminate long-standing regulatory barriers faced by a variety of U.S. products in the Panamanian market.

For more information on agriculture exports and U.S.-Panama TPA, see the fact sheets prepared by the U.S. Department of Agriculture at <http://www.fas.usda.gov/itp/us-panama.asp>

Free Trade Works for Virginia's Exporters

Since NAFTA's entry into force in 1994, Virginia's combined exports to Canada and Mexico have grown by 172 percent. Since the entry into force of the U.S.-Chile FTA in 2004, Virginia's exports to Chile have grown 95 percent and since the entry into force of the U.S.-Singapore agreement in 2004, Virginia's exports to Singapore have risen by 599 percent.

All state export data in this report are based on an unrevised Origin of Movement (OM) series. This series allocates exports to state based on transportation origin, i.e., the state from which goods began their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Sources: U.S. Department of Commerce, Bureau of the Census, Origin of Movement Series; U.S. Department of Agriculture.

Prepared by the International Trade Administration, U.S. Department of Commerce.