



## Fast Facts on the U.S.-Colombia and U.S.-Panama Trade Promotion Agreements

### TRADE VOLUME

- The United States had more than \$34 billion in two-way trade with Colombia and Panama in 2010.
- U.S. exports to both Colombia and Panama have risen more than five-fold since 1990 and are expected to dramatically increase with passage of the TPAs.

### TARIFFS

- Colombia and Panama apply average applied tariffs of 15% and 7.1% on U.S. exports of manufactured goods while nearly all their own products enter the U.S. market duty free. Their average applied tariff rates on U.S. agricultural goods is 17% and 15%, respectively. The TPAs will eliminate 95% of these tariffs immediately or within three years.

### SMALL AND MEDIUM ENTERPRISES (SME)

- More than 21,615 U.S. companies exported goods and services to Colombia and Panama in 2008, of which 18,606 or 86% were small and medium-sized enterprises (SMEs). These smaller firms' exports accounted for more than \$5.4 billion (35%) of all U.S. exports to Colombia and Panama. The TPAs will boost SME exports by lowering tariffs and non-tariff related costs of trade.

### AGRICULTURE

- Combined, Panama and Colombia represent the 9<sup>th</sup> largest market for U.S. agricultural goods. U.S. exporters shipped more than \$1 billion in agricultural products to the two countries in 2008. The TPAs will grow these exports further.

### TEXTILES AND FOOTWEAR

- Colombia is the 15<sup>th</sup> largest buyer of U.S. yarn, fabric, and cotton in the world, helping to support more than 500,000 U.S. workers. Panamanians buy more U.S. footwear than any country in South America; accounting for more than \$10 million in U.S. exports. Passage of the two TPAs will support U.S. jobs in these fiercely competitive industries.

### HIGH-TECH INDUSTRIES

- U.S. high-tech exports to Colombia and Panama have grown 100% and 83% respectively in the past six years — even with high tariffs. With U.S. tech companies deriving about 60% of their revenue from foreign markets, the TPAs will give U.S. high-tech firms a stronger competitive advantage.