

**PHOENIX SISTER CITIES
TRILATERAL TRADE CONFERENCE RESOURCES**



USMCA & NAFTA Info

Category	Site	Link
USMCA Document	US Trade Rep	Agreement between the United States of America, the United Mexican States, and Canada 7/1/20 Text United States Trade Representative
Comparison between USMCA and NAFTA	International Trade Administration	USMCA vs NAFTA
	PassUSMCA.org	Infographics (see below)
New Things in the USMCA All fact sheets came from U.S Trade Representative website.	Environmental	USMCA Environment
	IP/Data	USMCA Digital Trade USMCA IP STOPfakes.gov - Intellectual Property Rights Resources and Assistance Resource on how to protect Intellectual Property.
	Labor	USMCA Labor
Operations	Customs declaration forms	U.S. – Mexico – Canada Agreement (USMCA) U.S. Customs and Border Protection CBP Forms U.S. Customs and Border Protection Find Import/Export Forms Homeland Security
	Work permits + visas	USMCA Chapter 16 Appendix 2 Professionals NAFSA Statement saying there are no changes to the TN Visa under the USMCA. TN NAFTA Professionals USCIS Visas for Canadian and Mexican NAFTA Professional Workers Contain relevant information about TN Visas, but mention NAFTA instead of the USMCA.
	Tax Info	U.S. Harmonized Tariff Schedule (HTS) United States Trade Representative Harmonized Tariff Schedule by Product PDFs



		<p>The above links lead to the Harmonized Tariff Schedule (updates from USMCA) + Tariff Search. Additional information is available in this press brief from the U.S. International Trade Commission (USITC).</p>
More Resources	Official USMCA Website	USMCA United States Trade Representative
	International Trade Admin Page on the USMCA	<p>USMCA International Trade Administration</p> <p>FTA Tariff Tool</p> <p>Includes fact sheets of USMCA by subject, an FTA Tariff Tool to search tariff information on products covered by U.S. Free Trade Agreements, a comparison of the USMCA with NAFTA, and more.</p>
	ITA – Further USMCA resources	<p>USMCA Resources</p> <p>Includes resources for Mexico and Canada.</p>
	USMCA Fact Sheets	<p>USMCA Issue-Specific Fact Sheets United States Trade Representative</p> <p>USMCA Fact Sheets International Trade Administration</p>
	Fact Sheet for SMEs	<p>USMCA Supporting SMEs</p> <p>USMCA SMEs</p>
	Fact Sheet for Arizona	<p>USMCA Arizona</p> <p>Arizona USMCA Report</p> <p>Arizona-Mexico Trade and the USMCA Embassy of Mexico in the U.S. - Economic Affairs Office</p>
	U.S. Customs & Border Patrol Webpage on USMCA	<p>U.S. – Mexico – Canada Agreement (USMCA) U.S. Customs and Border Protection</p> <p>Includes FAQ Chatbot</p>
	Dickinson-Wright	<p>USMCA International Trade Attorneys Dickinson Wright</p> <p>USMCA Resources Services Dickinson Wright</p> <p>USMCA Webinars Services Dickinson Wright</p>

USMCA: Updating NAFTA to Bring Trade Into the 21st Century

NAFTA

vs

USMCA



Automobiles must have 62.5% of their components manufactured in Mexico, Canada, or the United States to qualify for zero tariffs.

Automotive

Automobiles must have 75% of their components manufactured in Mexico, Canada, or the United States to qualify for zero tariffs.



Phased out all agricultural tariffs with Mexico and most with Canada, excluding those on dairy, poultry, eggs, and sugar.

Agriculture

Enhances access to Canada for U.S. dairy, poultry, and egg products.



Small Businesses

Establishes a committee on small business issues to help firms expand trade internationally.



Labor Provisions

By 2023, 40–45% of all automobile parts must be made by workers who earn at least \$16 per hour.



Digital Trade

Prohibits custom duties on electronically-distributed products (e.g. software, video games, movies, music, books) and supports the cross-border flow of data.



Biopharmaceuticals

Raises intellectual property protections for biologic medicines in Canada and Mexico closer to the U.S. standard.



Protects creative works (e.g. music, movies, books) for 50 years after a creator's death.

Copyrights

Protects creative works (e.g. music, movies, books) for 70 years after a creator's death.



Sets threshold at which U.S. shipments to Canada and Mexico incur duties at \$16 and \$50, respectively.

E-Commerce

Increases threshold at which U.S. shipments to Canada and Mexico incur duties at \$112 and \$117, respectively.



Permits companies to sue the government over changes to policies that they claim would harm future profits.

Environment

Eliminates the legal mechanism companies use to combat environmental regulations.



Sector	NAFTA	USMCA
Auto Industry	Requires that automobiles have 62.5 percent of their components manufactured in Mexico, Canada, or the United States to qualify for zero tariffs.	Requires that automobiles have 75 percent of their components manufactured in Mexico, Canada, or the United States to qualify for zero tariffs. The deal also demands that 40–45 percent of an automobile’s parts be made in a factory that pays its workers at least \$16/hr.
Dairy/Agriculture Industry	Phased out all agricultural tariffs with Mexico and most with Canada, excluding those on dairy, poultry, eggs, and sugar.	Increases the amount of U.S. dairy products — including milk and cheese — that can be sold in Canada by 250 percent. Maintains zero tariff and quota rates on certain U.S. exports set by NAFTA.
Small Businesses	No chapter dedicated to small businesses.	Includes an entire chapter dedicated to small businesses — a first for any U.S. trade deal — and establishes a special committee to help more small firms sell their goods internationally.
Labor Provisions	No uniform labor requirements between Canada, the United States, and Mexico.	The United States, Canada, and Mexico must adopt and enforce labor laws set by the International Labor Organization. The deal also demands that 40–45 percent of an automobile’s parts be made in a factory that pays its workers at least \$16/hr.
Digital Trade	No provisions to safeguard the digital economy.	Prohibits custom duties on electronically-distributed products (e.g. software, video games, movies, music, books) and supports the cross-border flow of data.
Biopharmaceutical Industry	Limited and outdated protections to safeguard the development of advanced medicines.	Requires 10 years of regulatory data protection for biologic medicines. This provision brings data protection in Canada and Mexico closer to the U.S. standard of 12 years and helps prevent foreign firms from stealing U.S. intellectual property.
Copyright	Protects creative works (e.g. music, movies, books) for 50 years after an author’s death.	Protects creative works (e.g. music, movies, books) for 70 years after an author’s death.
E-Commerce	Set threshold at which U.S. shipments to Canada and Mexico incur duties at \$16 and \$50 respectively.	Increases threshold at which U.S. shipments to Canada and Mexico incur duties at \$112 and \$117, respectively, allowing firms to export more goods at a cheaper price.
Environment	Permits companies to sue the government over changes to policies that they claim would harm future profits.	<p>With an entire chapter, includes the most comprehensive environmental protections of any previous U.S. trade deal.</p> <ul style="list-style-type: none"> • Bans certain fishery subsidies to discourage illegal fishing • Bans shark-finning • Enhances custom inspections for illegal plant and animal trade • Reduces marine litter • Improves air quality • Allocates more resources towards forest management



Business Development

Attorneys

[Alcaraz Tocchini LLP | Immigration & International Trade Law](#)

[Ankeny Law | Trade Law Attorney in Phoenix, Toronto & Vancouver](#)

[Apfel & Associates Attorneys and Counselors at Law](#)

[Asser Law Group, PC | Immigration Law Firm](#)

[Carlos A. Sugich, P.C. | Phoenix Partner | Los Cabos Partner | Snell & Wilmer](#)

[Cima Law Group | Phoenix Immigration, Business & Criminal Attorney](#)

[Diamondback Legal | Phoenix Employment Immigration Attorney](#)

[Dickinson Wright | USMCA | International Trade Attorneys](#)

[Enara Law - Employment and Work Visas](#)

[Fennemore Craig Immigration](#)

[Gómez del Campo & Moreno LLP](#)

[Greenberg Traurig | Phoenix Location](#)

[Juras Law Firm | Phoenix Immigration & Bankruptcy Lawyers](#)

[Leonardo Loo, Phoenix, AZ, Business Law Attorney](#)

[Martin R. Galbut | Founding Partner | Galbut Beabeau](#)

[Mike Patterson - Spencer Fane LLP](#)

[Polsinelli | Phoenix Office](#)

Accountants for SMEs

[Accountingprose](#)

[Cilliers, CPA, PLLC](#)

[Cox Accounting](#)

[Craig L. Elggren, CPA, PC](#)

- Includes specialization in nonprofits

[Foster Financial CPA](#)

- Includes specialization in construction

[Ignatius L. Jackson LLC](#)

- Includes specialization in nonprofits



[Joselit and Johnsen, CPAs LLC](#)

- Industries: Healthcare, Legal/Attorneys, Real Estate, Construction, Architects/Engineers, High Net-Worth Individuals

[Phoenix Tax Guy](#)

[Sapphire Bookkeeping & Accounting](#)

[Scottsdale CPAS, PLLC](#)

[Shayne R. Neuwirth, CPA, PLLC](#)

[Small Business Accounting Tax & Bookkeeping Service](#)

[TaxSense LLC](#)

- Includes services for the LGBTQ+ Community

[Thomas S. Holly, CPA, PLLC](#)

- Industries: Medical Practices, Real Estate, Restaurants + Bars, Retail

[Wanda E. O'Malley, CPA, PLLC](#)

Search for more accountants here: [Small Business Accountant Finder on Thumbtack](#)

Accountants for Cross-Border Transactions

[BeachFleischman PC](#)

- [Includes Canada-USA tax services](#), Mexico-USA cross-border tax, foreign investment
- Industries: cannabis, construction, financial + professional services, healthcare, technology, nonprofit, real estate, manufacturing, restaurant

[CPA Global Tax & Accounting PLLC](#)

- [International tax services](#)

[Cross Border Tax & Accounting](#)

- Specializes in US-Canada transactions

[Eide Bailly LLP](#)

- Industries: real estate, agricultural, communications, construction, dealerships, energy services, gaming, government, education, financial institutions, healthcare, manufacturing & distribution, nonprofits

[Henry + Horne](#)

- Industries: construction, dealerships, restaurants, nonprofit, government, technology

[Moss Adams LLP](#)

- Industries include: aerospace & defense, agribusiness, automotive, communications, construction, financial services, hospitality, manufacturing, nonprofits, power and utilities, private equity, professional services, real estate, renewable energy, retail, technology, transport, tribal and gaming

[PricewaterhouseCoopers | PwC Phoenix](#)



[RSM US LLP](#)

- Industries: business & professional services, consumer products, financial services, government, healthcare, life sciences, manufacturing, nonprofits, private clubs, private equity, real estate, technology, media, telecommunications

[Wallace Plese + Dreher](#)

- Specialize in Canada, Mexico, and other countries
- Industries: healthcare/medical, real estate, construction, wholesale distribution, manufacturing, nonprofit, technology

Commercial Insurance – for SMEs

All offer Business, Property, & Auto Insurance unless noted otherwise

[Adrar Insurance](#)

- Industries include: condo and apartment, farm and ranch, hotel/motel, nonprofits, restaurants, trucking

[Arrowhead Insurance](#)

- Industries include: trucking, restaurant

[BizSmart Insurance Group](#)

[Business Management Solutions](#)

[Edward Vasquez, Allstate Insurance Agent](#)

- Business insurance only

[Freeway Insurance](#)

- Business and auto insurance, no property
- Includes travel insurance to Mexico

[Greene Insurance](#)

- Includes personal insurance for Canadians

[Hester Heitel](#)

- Includes auto insurance for Mexico

[Horizon Insurance Agency, LLC](#)

- [Link for Small Business Insurance](#)
- Includes overseas shipping insurance and some travel insurance

[Insurance Professionals of Arizona](#)

- Includes auto insurance for Mexico

[Pacific International Insurance, LLC](#)

- Based in Tucson



[Smart Move Insurance](#)

- Includes personal auto insurance for Mexico

[TD Insurance](#)

[The Hartford Insurance](#)

[West Gate Insurance](#)

Cross-Border Business Insurance

[ALIGNED Insurance](#)

- Based in Alberta
- Also has small business insurance

[AmigoMex](#)

- Private auto insurance for AZ + Mexico

[Aviva](#)

- Based in Alberta
- Cross-border business insurance

[Canada to Arizona](#)

- Info on immigration, insurances, finances, etc. for Canadians

[Border International Insurance](#)

- Based in Nogales, AZ

[HUB International](#)

- US-Canada business and commercial property insurance
- Office in Alberta

[Hudson Insurance Group](#)

- Based in NYC and Vancouver
- Covers trucking in border states and Mexico

[Hunton Andrews Kurth - Virginia](#)

- Cross-border insurance coverage
- Based in Virginia

[LloydSadd/Navacord](#)

- Based in Alberta
- Small business insurance

[Mexico Insurance Intermediaries](#)

- Private auto insurance for AZ + Mexico

[OTC Insurance Brokers Inc.](#)

- Based in Canada

[Platinum Managing General Agency, Inc.](#)

- Based in Texas
- Commercial trucking for NAFTA region



[Travelers Canada](#)

- International business insurance

[Qualitas Insurance Company](#)

- Commercial auto insurance for border states and Mexico

Economic Development & Business Resources

[City of Phoenix Community and Economic Development](#)

[Greater Phoenix Chamber of Commerce](#)

[Greater Phoenix Chamber Foundation](#)

[Greater Phoenix Economic Council \(GPEC\)](#)

[Phoenix Metro Chamber of Commerce](#)

[North Phoenix Chamber of Commerce](#)

[Arizona Association For Economic Development \(AAED\)](#)

[Arizona Chamber of Commerce and Industry](#)

[Arizona Commerce Authority](#)

[Arizona Green Chamber of Commerce](#)

[Arizona Hispanic Chamber of Commerce](#)

[Global Chamber](#)

[Arizona-Mexico Commission](#)

[The Canada Arizona Business Council](#)

[Economic Development Directory in Mexico](#)

[CANACINTRA | Camara Nacional de la Industria](#)

[CANACO | Camara Nacional de Comercio](#)

[CANIRAC | Camara Nacional de la Industria Restaurantera](#)

[CMIC | Camara Mexicana de la Construccion](#)

[COPARMEX | Confederación Patronal de la República Mexicana](#)

[COPRESON | Consejo para la Promocion Economica del Estado de Sonora](#)

[FIDESON | Financiera Para El Desarrollo Económico de Sonora](#)

[Secretary of the Economy, State of Sonora | Secretaría de Economía del Estado de Sonora](#)

[Tetakawi Group - Manufacturing in Hermosillo](#)

[Economic Development Entities in Mexico: How to Maximize State Support \(tetakawi.com\)](#)

[Calgary Chamber of Commerce](#)

[Calgary Economic Development](#)



[City of Calgary Economic Development & Tourism](#)

[Economic Developers Alberta \(EDA\)](#)

[Government of Alberta - Regional Economic Development Resources](#)

[Government of Alberta - Ministry of Jobs, Economy and Innovation](#)

[Growth Alberta Economic Development](#)

[Invest Alberta](#)

Customs House Brokerages

[Arizona Customs Brokers \(ACB\)](#)

[Mayer Customs and Logistics Agency in USA and Mexico](#)

[Pacific Brokerage Company](#)

[U.S. Customs and Border Protection | Brokers for Phoenix, AZ](#)

COVID Testing for Travel

[XpresCheck COVID-19 Testing | Phoenix Sky Harbor](#)

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