March 24, 2017

The Honorable Ben Hueso

State Capitol, Room 4035

Sacramento, California 95816

Re: SB 357 (Hueso) – Support

Dear Senator Hueso,

We, the undersigned organizations, write to express our strong support for Senate Bill 357 (Hueso). This bill instructs the Director of the Governor‘s Office of Business and Economic Development (Go-Biz) to establish an international trade and investment office in Mexico City. The Mexico City trade and investment office would work to promote trade and investment of goods and services between Mexico and California as well as facilitate access to educational exchange programs, among other things.

As business organizations based in Mexico, we understand the value in further strengthening our bond with the people of California. In 2016, California’s top export market was Mexico, which purchased $25.3 billion dollars (15.4%) of all the states’ exports[[1]](#endnote-1). Mexico is also California’s second largest source of imports with an estimated value of $46.4 billion dollars (11.3%)[[2]](#endnote-2). Mexico has one of the largest networks of free trade agreements in the world with more than 90% percent of trade occurring under trade agreements. [[3]](#endnote-3) Much of our trade and investment happens with the United States, which makes us a strong and valuable economic partner. As a neighboring state, California can greatly benefit from potential trade and investment opportunities with Mexico.

SB 357 would strengthen our economic, political and social bonds with Californians. Given the uncertain message from the current federal administration regarding the United States’ trading partnership with Mexico, it is vital that California and Mexico maintain open and ongoing discussions about economic opportunities. Through this effort, we can reassure both our civic and business leaders that we value robust trade and open dialogue with each other. By opening a trade and investment office in the commercial and political capital of Mexico, SB 357 would strengthen the California and Mexico economies and contribute to the prosperity of both of the American and Mexican people.

By enacting and implementing the vision of SB 357, California and Mexico can ensure future cooperation and prosperity thereby strengthening our shared values and promoting shared prosperity. For these reasons, we, the undersigned organizations strongly support this bill and thank you for your leadership on this important legislation.

Sincerely,

1. ITA Trade Stats Express, 2016 NAICS Total All Merchandise Exports from California to Mexico, http://tse.export.gov/tse/ChartDisplay.aspx [↑](#endnote-ref-1)
2. U.S. Census Bureau, State Imports for California, http://www.census.gov/foreign-trade/statistics/state/data/imports/ca.html [↑](#endnote-ref-2)
3. CIA Fact Book, North America: Mexico, https://www.cia.gov/library/publications/the-world-factbook/geos/mx.html - [↑](#endnote-ref-3)