

$$Y = (1-b)(a + bY_0 + IO + GO)$$



Generalized System of Preferences

THE TRADE PARTNERSHIP @ **20**

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$$APC = C / Y_d \quad MPC = \Delta C / \Delta Y_d$$

Tariffs



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This year, The Trade Partnership celebrates 20 years of fact-based assessments of the impacts of international trade on the personal and professional lives of Americans and our trading partners. Much has changed over those years. The world got "flatter." The pace grew faster. Our partnerships through trade have increased exponentially.

Who we are. Economists and other trade research professionals with many decades of experience focused on evaluating the impacts of trade on economies, consumers and workers.

What we do. Employ state-of-the-art economic analysis techniques to evaluate international trade initiatives. We present the results of rigorous analysis in studies and reports that clearly articulate the benefits and costs of trade initiatives to an audience of policy makers, companies, workers, consumers and others.

Why we do it. It's not about data, it's about people. We seek to help interested policy makers and the public generally put a human face on the many positive effects of trade, and thereby shape strategies and implement better approaches to more fully engage the United States in the international economy.

The following pages provide a brief overview of the many diverse projects on which our talented, energetic and lean staff has worked during the last two decades. Over our next 20 years, we hope to continue to help people understand and embrace the benefits of trade to them and their communities.

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Notable Firsts

Throughout its history, The Trade Partnership has produced cutting-edge research that helped to change the trade debate.

Coalition for GSP

In 1992, Laura Baughman co-founded the Coalition for GSP, the first advocacy group focused on the benefits of preference programs to American companies. Today, the Coalition remains the predominant voice of the business community on the importance of preferences for the competitiveness of American business.

In 1994, The Trade Partnership produced the first assessments of the state- and congressional district-level impacts of the North American Free Trade Agreement. The success of these initial reports led to similar work on the Chile, Singapore, Australia, DR-CAFTA, Peru, Colombia, and Korea Free Trade Agreements.

Local Impacts of FTAs

Trade and American Jobs

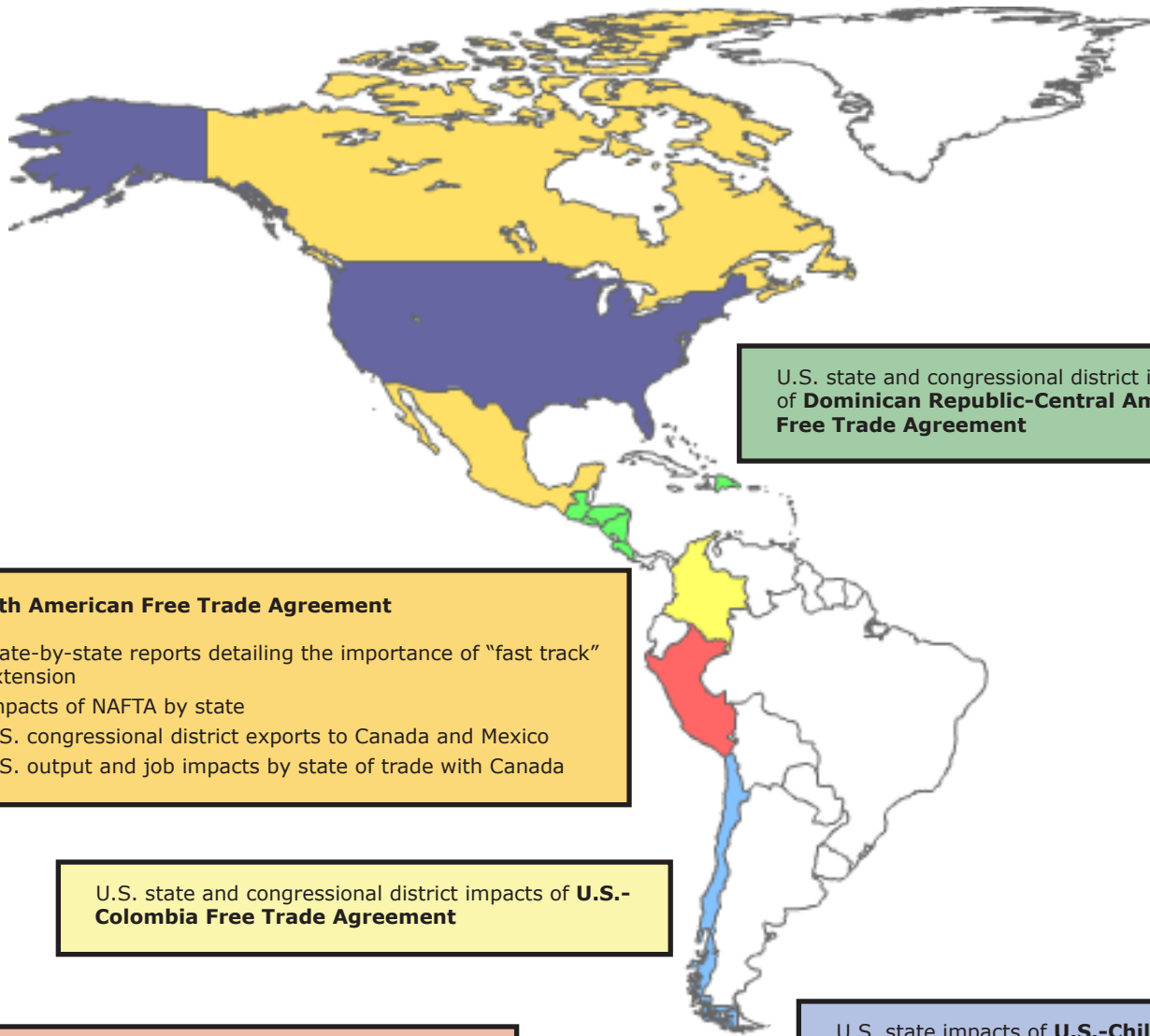
In 2001, Trade Partnership Worldwide, LLC was formed and published the first study using a computable general equilibrium (CGE) model to assess the impacts of trade on both U.S. national and state employment levels and output. A recent CGE study, the 2010 "Trade and American Jobs" report for the Business Roundtable, was called a "must read" by the Council on Foreign Relations.

In 2007, The Trade Partnership introduced *CDxports*, a first-of-its-kind database estimating U.S. exports at the sub-state level. Since that time, the data series has expanded to include jobs directly tied to exports and has been used in numerous studies by the U.S.-China Business Council, the U.S. Chamber of Commerce, the Business Roundtable, the Embassies of Brazil, Canada, Korea, Singapore, and many others.

Congressional District Trade Data

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Selected Projects in the Americas



U.S. state and congressional district impacts of **Dominican Republic-Central American Free Trade Agreement**

North American Free Trade Agreement

- State-by-state reports detailing the importance of "fast track" extension
- Impacts of NAFTA by state
- U.S. congressional district exports to Canada and Mexico
- U.S. output and job impacts by state of trade with Canada

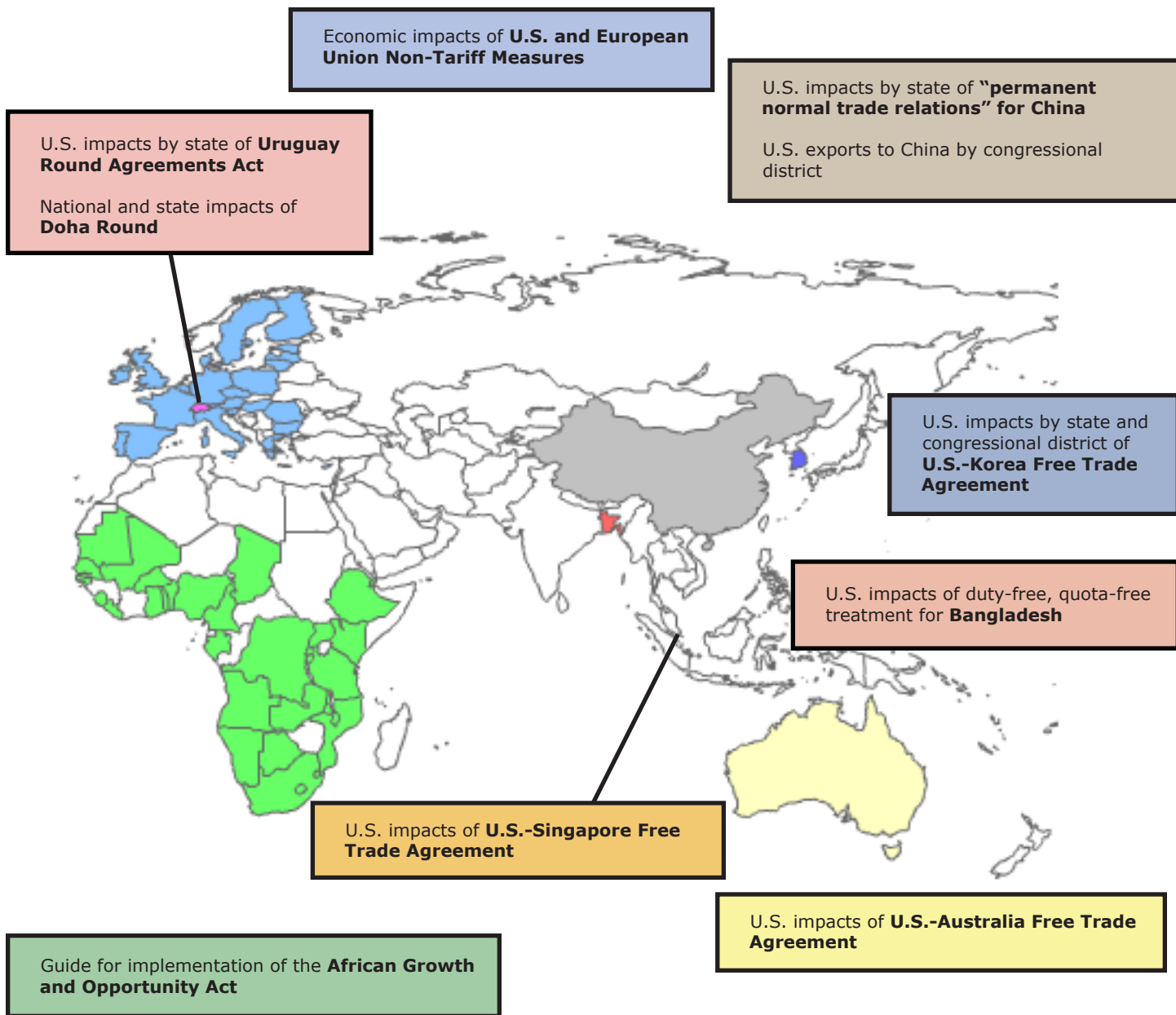
U.S. state and congressional district impacts of **U.S.-Colombia Free Trade Agreement**

U.S. state impacts of **U.S.-Peru Free Trade Agreement**

U.S. state impacts of **U.S.-Chile Free Trade Agreement**

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Selected Projects in Europe, Africa, and Asia





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Other Projects

The Trade Partnership has helped clients ensure that trade agreement provisions and preference programs maximize the gains from trade, and that attempts to restrict trade limit those gains. We also have produced studies that detail the benefits of imports to Americans.

The Trade Partnership helps clients evaluate the economic impacts of various drafts of trade agreements as they are negotiated. These have included the World Trade Organization's Agreement on Textiles and Clothing (1991-1995), the textile and apparel chapters of the North American Free Trade Agreement (1992-1994), and the last textile quota agreement negotiated with China (1996-1997), among others.

Trade Agreement Negotiations

Trade Preference Programs

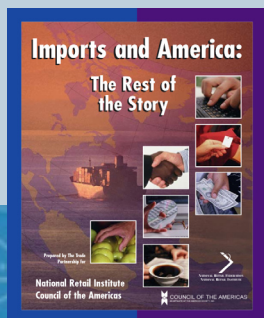
The Trade Partnership co-lead a private-sector review of U.S. trade preference programs, coordinating recommendations for "preference reform." We assisted clients in submitting requests for changes to the U.S. GSP program for watches, plastic resin, and plastic tape.

The Trade Partnership assists law firms and business coalitions in responding to trade remedy investigations. These have included proposed retaliation against the European Union for soybean trade practices in a Section 301 investigation; antidumping investigations affecting U.S. imports of structural steel beams, fertilizers, and shrimp, among others, and providing input from steel consumers to a steel Section 201 investigation, including testifying before the House Committee on Small Business.

Trade Remedy Investigations

Import Impact Studies

The Trade Partnership has prepared several studies assessing the impacts of imports on the U.S. economy, including studies for the National Retail Federation and Council of the Americas (1998), Consumers for World Trade (2003), and the Consumer Electronics Association (2006).



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Over the last 20 years, The Trade Partnership has had the privilege to work with and produce research for some of the most active companies, associations, think tanks, and embassies involved in trade partnerships around the world, including:



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Staff

Laura Baughman, President of The Trade Partnership, 1991-present, President of Trade Partnership Worldwide, LLC, 2001-present. Ms. Baughman has been an international economist since 1977. She produces detailed economic assessments of trade policies and programs based on traditional economic modeling. Baughman also follows closely the U.S. trade policy formulation process, assisting clients in providing input to that process. Ms. Baughman holds degrees in economics from Columbia and Georgetown Universities.

Joseph F. Francois, Managing Director, Trade Partnership Worldwide, LLC, 2001-present. Dr. Francois specializes in quantifying the economic effects of trade policies and actions and advising governments and international organizations on trade and investment policy and negotiations. He co-authored the U.S. International Trade Commission's COMPAS model during his tenure at the ITC's Office of Economics, and directed the modeling team at the GATT/WTO during the Uruguay Round. Dr. Francois teaches economics at Johannes Kepler Universitat Linz, among other universities, and is a research fellow at numerous international organizations, foundations and think tanks. Francois holds a Ph.D. in economics from the University of Maryland.

Dan Anthony, Director, Research & Government Relations, The Trade Partnership 2006-present. Mr. Anthony manages many of the firm's research and legislative activities. Although a data person at heart, Mr. Anthony seeks to put a personal "face" on that data, identifying people and firms that stand to gain from policies promoting expanded and open trade. Mr. Anthony holds degrees in international relations and international economic policy from the George Washington University.

Bert Loudis, Research Analyst, 2010-present. Mr. Loudis holds a degree in economics and political science from American University. He gathers data and conducts quantitative research for Trade Partnership projects, including the firm's proprietary export database, *CDxports* and

Alumni, Consultants, and Interns

W. Max Smith III – 1992-1995

Laura DiGioia – 1994-1995

Kara (Olson) Reynolds – 1995-1998

Alan Mauldin – 1998-2000

Justin Hoffmann – 2000-2007

Addilyn Chams-Eddine – 2001-2003

Meghan Mahoney – 2004-2005, 2007-2010

Carolina Olivieri, Consultant – 1994-1995

Marideth Sandler, Consultant – 2010 to present

Christine McDaniel, Consultant – 2011 to present

Jessica Duda, Intern – 1999 (spring/summer)

Brian Adkins, Intern – 2003 (summer) (in memorium)

Alexander Atallah, Intern – 2010 (summer)