



State of Wisconsin  
Governor Tony Evers

**Department of Agriculture, Trade and Consumer Protection**  
Secretary Randy Romanski

**Summary of the DATCP Interim Meeting on Export Data**

**Date:** Wednesday, August 17, 2022    **Time:** 9:00 am - 10:30 am

**Opening Remarks: Secretary Randy Romanski**

**WEDC VP Global Trade and Investment Katy Sinnott - Export Data for all goods export**

- WEDC Reporting on all Wisconsin Goods Export
  - Reporting by industry, products, countries
  - [Wisconsin Export Data | Export Data | What Does Wisconsin Export | WEDC](#)
- WISERTrade Data Source and data tool – Shared seat with DATCP
- Other data tools used by WEDC – Company Database (Orbis), Denied Parties Listing (Livingston), US/Foreign Parent and Subsidiary Companies (Uniworld Online)
- WEDC Grants, Trade Team, Global Network of International Trade Reps, Trade Ventures
  - [WEDC Export Development Programs](#)

**DATCP Export and Business Development Bureau – Mark Rhoda-Reis**

- [DATCP Year to Date June food, forestry and agriculture product exports](#)
- [HS Codes- Harmonized System \(HS\) Codes](#) are commonly used throughout the export process for goods. The Harmonized System is a standardized numerical method of classifying traded products. It is used by customs authorities around the world to identify products when assessing duties and taxes and for gathering statistics.
  - How You Use the HS Code
    - Classify physical goods for shipment to a foreign country;
    - Report shipments in the [Automated Export System](#) (AES) when the value is more than \$2,500, or the item requires a license.
    - Complete required shipping documentation such as shipper's letter of instructions, commercial invoice or certificate of origin;
    - Determine import tariff (duty) rates and figure out if a product qualifies for a preferential tariff under a free trade agreement;
    - Conduct market research and obtain trade statistics;
    - Comply with U.S. law, where applicable.
    - [Census Bureau Schedule B Search Engine \(3ceonline.com\)](#)
- DATCP [Dairy](#), [Meat](#) and [Crop](#) export data – WIAE agricultural product group information pages, annual data
- US Census and USDA sources and limitations – Dollar value exports from US Census utilize Automated Export System Filings made by all exporters to provide data on all goods export by product and country reported at the country and US state levels. Unit volume data are available from US Census only for ocean and air shipments, not land, excluding Canada and Mexico, Wisconsin's first and third export market for agricultural goods export. USDA collects some data on US shipments of key agricultural commodities by unit volume, but this is not available at the state level

**Discussion Topics – Randy Romanski**

- Unit volume data challenges, approach
  - Initial meeting with agricultural economics professors from UW Madison and UW River Falls, participants found that that US state-level data on unit volumes (pounds/kg) is not publically available. Future meetings are planned to determine an approach on key commodities such as corn, soybeans,
- What more or different information do companies and organizations need/want?
  - Specific product and country data is also available on US and foreign country export/import at the 6 digit HS level is available for companies seeking assistance to quantify market potential

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