Highlights

Driven by double digit gains in Wisconsin’s top export markets, food, forestry, and agriculture product exports from Wisconsin are up a promising 17.8% year to date (YTD) in September compared with the same period in 2020. The most dramatic is the nearly 94% increase in exports to Mexico. There were also double digit increases in the overall dairy, meat, and crop products groups, as well as the top five products within those groups. The most dramatic increases were in Beverages, up more than 50%, and Prepared Vegetables, up nearly 31%. Despite retaliatory tariffs, container shortages, elevated shipping costs, country lockdowns due to the COVID-19 pandemic, we remain optimistic that the rebound in demand for food, forestry, and agriculture exports will continue to drive exports ahead of last year by double digits. Looking to 2022, the rate of growth will likely slow as inventory and consumption begin reaching normal levels.

- Wisconsin exported nearly $2.86 billion in agricultural and food products to 143 countries in YTD Q3, an increase of 17.8%, or nearly $421 million in value compared to the same period last year. YTD Q3 2021 U.S. agricultural and food exports were valued at nearly $142 billion, a 17.6% increase of $25 billion compared to the same period in 2020.

- Wisconsin’s top three export markets – Canada, China, and Mexico – make up 54% of total exports. The strong export growth in Mexico is largely due to the slow recovery of their economy and lifting of retaliatory tariffs following the USMCA trade agreement. Growth in China is largely due to the continued recovery of their swine herd, Phase One trade agreement purchases, and continued strong demand for pork. The top ten export markets make up 76% of the total with eight of the ten markets showing an increase year to date.

- Wisconsin ranks 13th among U.S. states in agricultural exports and first in the export of ginseng roots, prepared/preserved cranberries, raw furskins, bovine semen, and prepared/preserved sweet corn. Wisconsin ranks second in the export of edible preparation of meat and whey and fifth in the export of cheese. (YTD Q3 2021)

Note: Beginning with this report, food forestry and agriculture product exports we will be reported using the major product groups of dairy, meat, and crop products including the top five products and countries in each group.
Product Group Highlights

The $2.86 billion in the export of food, forestry, and agriculture products YTD Q3 is tracked in three major product groups:

- **Crop**: Includes grains, forestry, processed foods, and beverages – 67% of all food, forestry and agriculture exports
- **Meat**: Includes livestock, genetics, hides, and furs – 21% of all food, forestry and agriculture exports
- **Dairy**: Includes cheese, whey, lactose, and milk proteins - 12% of food, forestry and agriculture exports

**Crop Product Exports - Top 5 Products**
*(The top five products are 54% of the group total)*

- Prep Vegetables, Fruit, Nuts Or Other Plant Parts (HS 20)
- Wood And Articles Of Wood; Wood Charcoal (HS 44)
- Beverages, Spirits And Vinegar (HS 22)
- Food Preparations Nesoi (HS 2106)
- Odorous Mixture; Raw Matl For Indus & Bever Mfg (HS 3302)
- All Others

**Crop Product Exports - Top 5 Countries**
*(Group exports up 19% YTD)*

- Canada
- Mexico
- China
- Germany
- Japan
- All Others

**Meat Product Exports - Top 5 Products**
*(The top five products are 88% of the group total)*

- Edible Preparations Of Meat, Fish, Crustaceans Etc (HS 16)
- Products Of Animal Origin, Nesoi (HS 05)
- Meat And Edible Meat Offal (HS 02)
- Peptones, Other Proteins & Deriv Etc; Hide Powder (HS 3504)
- Raw Hides And Skins (No Furskins) And Leather (HS 41)
- All Others

**Meat Product Exports - Top 5 Countries**
*(Group exports up 16% YTD)*

- Canada
- China
- Japan
- Korea
- Mexico
- All Others

**Dairy Product Exports - Top 5 Products**
*(The top five products are 94% of the group total)*

- Whey & Milk Products Nesoi, Flavored Etc. Or Not (HS 0404)
- Cheese And Curd (HS 0406)
- Milk Albumin,Inc Concen Of 2 Or More Whey Proteins (HS 350220)
- Lactose & Lactose Syrup Cont 99% More Lactase By Wt (HS170211)
- Lactose In Solid Form And Lactose Syrup, Nesoi (HS 170219)
- All Others

**Dairy Products Exports - Top 5 Countries**
*(Group exports up 11% YTD)*

- Canada
- China
- Korea
- Mexico
- Japan
- All Others