

International Agribusiness Center

2021 Export Highlights, Year to Date 1st Quarter (YTD Q1)

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Highlights

Wisconsin export of food, forestry, and agriculture products is up a promising 14% year to date (YTD) in March compared with the same period in 2020. This is driven by double-digit gains to China, Mexico, and Japan and double-digit increases in the product categories of prepared vegetables such as canned sweet corn, miscellaneous food preparations such as sauces and yeast, and meat preparations such as brats and sausages. Contributing factors for the increase include the relative economic recovery from COVID-19 in several Asian countries, lifting of retaliatory tariffs, and benefits of trade agreements with Canada, Mexico, China, and Japan. While there are reasons to be optimistic for 2021 to finish ahead of 2020, container shortages, elevated shipping costs, recurring surges in COVID-19 infections with new variants, and the resulting lock-downs are headwinds that can slow growth. Three of the past five years from 2016 to 2020 had declines with an aggregate loss of over \$64 million.

- Wisconsin exported over \$912 million in agricultural and food products to 122 countries in YTD Q1, an increase of 14%, or nearly \$111 million in value compared to the same period last year. Total YTD Q1 U.S. agricultural and food exports were valued at nearly \$49 billion, an increase of \$8 billion compared to YTD Q1 2020.
- The top three export markets – Canada, China, and Mexico – make up 54% of total exports. Canada is up 4.13%, China is up 80.22%, and Mexico is up 60.05%.
- The top ten export markets make up over 77% of the total \$698 million. Of the top ten markets, the Netherlands was the only market losing by 0.79% or \$134,000. The market showing the highest increase from the same period last time was Indonesia, up 167.88% or nearly \$11 million.
- The top five markets are:
 - Canada YTD Q1 2020: \$314.2 million YTD Q1 2021: \$327.2 million, up \$13 million, 4.13%
 - China YTD Q1 2020: \$47.5 million YTD Q1 2021: \$85.6 million, up \$38.1 million, 80.22%
 - Mexico YTD Q1 2020: \$49.2 million YTD Q1 2021: \$78.7 million, up \$29.5 million, 60.05%
 - Japan YTD Q1 2020: \$46.1 million YTD Q1 2021: \$53.2 million, up \$7.1 million, 15.4%
 - Korea YTD Q1 2020: \$43.7 million YTD Q1 2021: \$47.4 million, up \$3.6 million, 8.3%

The top five product categories make up 44% of total exports, totaling nearly \$403 million for YTD Q1 2021. The top 10 products exported make up nearly 71% of total exports, totaling nearly \$651 million.

YTD Q1 exports of the top five products are

- Prepared vegetables, fruit, nuts \$112 million, up \$33.4 million, 42.43%
- Miscellaneous edible preparations \$95.4 million, up \$11.6 million, 14%
- Dairy – cheese and whey* \$67.4 million, up \$301 thousand, 0.45%
- Wood and wood articles \$66.6 million, up \$3.6 million, 5.74%
- Edible preparations of meat, fish, etc. \$62.4 million, up \$14.2 million, 29.58%

**This does not include dairy derivatives such as lactose and casein, which makes up less than 0.5% of total dairy exports*

- Wisconsin currently ranks 13th in the U.S. in agricultural exports and first in the export of ginseng roots, prepared/preserved cranberries, raw furskins, bovine semen, and edible preparations of meat, fish, and crustaceans, and whey. Wisconsin also ranked second in the export of sweet corn prepared/preserved and fifth in the export of cheese.



Wisconsin's Top 5 Agricultural Exports

Rank	HS Code	Product	YTD Q1 2020 Value (USD)	YTD Q1 2021 Value (USD)	% Change
		All Products	\$800 million	\$912 million	14
1	20	Preparations of Vegetables, Fruits, Nuts, etc.	\$78.6 million	\$112 million	42.43
2	21	Miscellaneous Edible Preparations	\$83.8 million	\$95.4 million	14
3	04	Dairy/Eggs/Honey/Etc (cheese, milk, whey, butter, etc.)	\$67.1 million	\$67.4 million	0.45
4	44	Wood And Articles Of Wood; Wood Charcoal	\$62.9 million	\$66.6 million	5.74
5	16	Edible Preparations of Meat, Fish, etc.	\$48.1 million	\$62.4 million	29.58

Wisconsin's Top 5 Markets for Agricultural Exports

No.	Country	YTD Q1 2020 Value (USD)	YTD Q1 2021 Value (USD)	% Change	Products with biggest change in value
	All Countries	\$800 million	\$912 million	14	
1	Canada	\$314.2 million	\$372.2 million	4.13	Increase: misc. edible preparations, wood articles, preparations of vegetables, fruit and nuts Decrease: beverages, dairy products
2	China	\$47.5 million	\$85.6 million	80.22	Increase: wood and articles of wood, dairy products, products of animal origin, oil seeds, raw hides Decrease: misc. edible preparations
3	Mexico	\$49.2 million	\$78.7 million	60.05	Increase: prepared vegetables, edible preparations of meat, fish and crustaceans Decrease: dairy products, raw hides, milling products, cereals
4	Japan	\$46.1 million	\$53.2 million	15.4	Increase: edible preparations of meat, oil seeds, products of animal origin Decrease: dairy products, meat and edible meat offal, wood and articles of wood
5	Korea	\$43.7 million	\$47.4 million	8.3	Increase: preparation vegetables, misc. edible preparations, sugars and sugar confectionary, edible preparations of meat Decrease: dairy products, , meat and edible meat offal, raw hides