

International Agribusiness Center



2022 Export Highlights – Year to Date Quarter Three (YTD Q3)

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Highlights

Wisconsin export of food, forestry, and agricultural products reached an all-time record of \$3.94 billion in 2021. YTD Q3 2022 exports are \$3.23 billion, up 13.6% from the same period in 2021. In the third quarter, the majority of Wisconsin's top five export markets posted gains, including Canada, China, Mexico, and Korea. Canada and Korea recorded double digit gains. Dairy is up nearly 38%, crops are up over 14%, and meat is down nearly 2%.

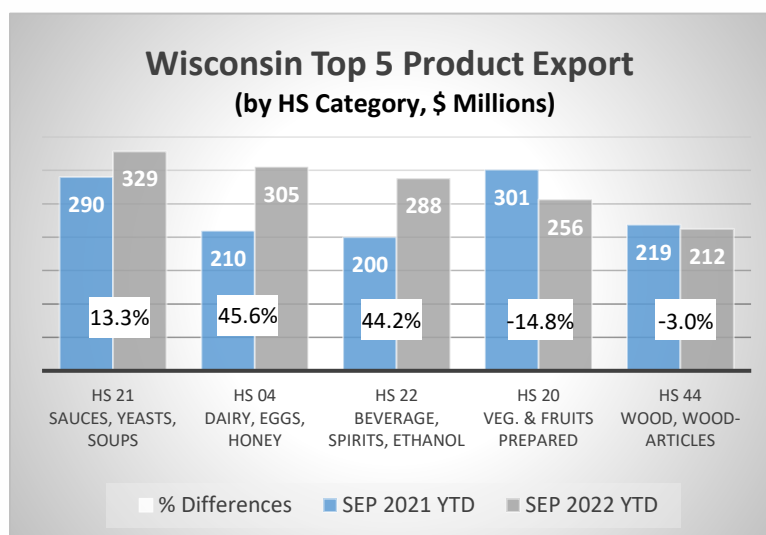
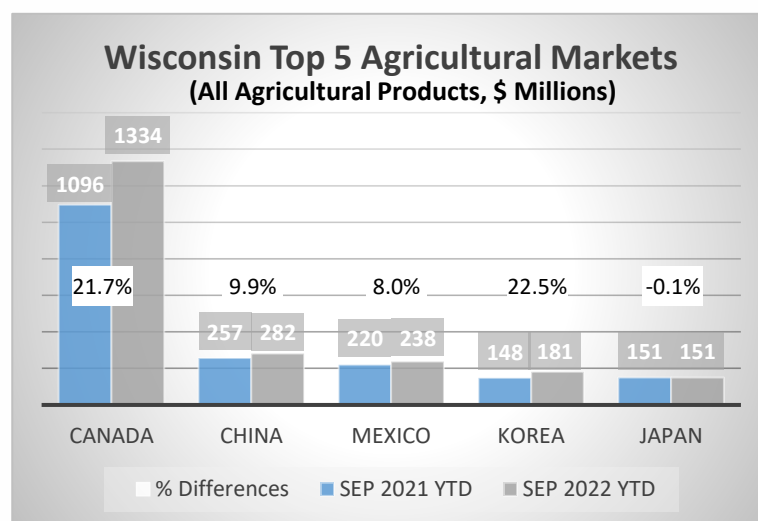
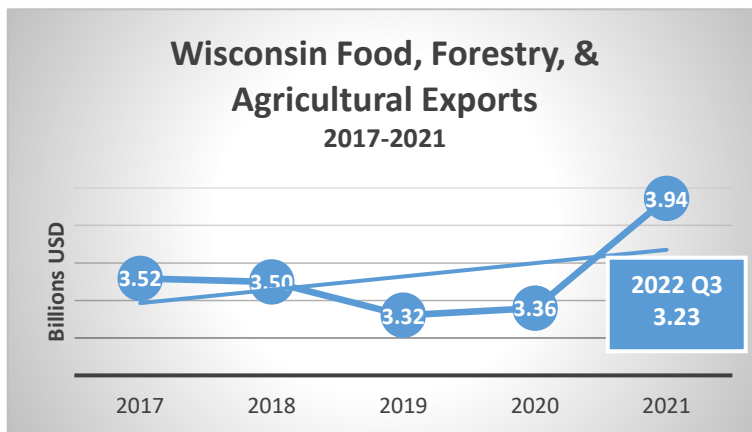
Wisconsin agricultural exports remain strong despite challenges from inflation, a strong U.S. dollar, the conflict between Russian and Ukraine, continued tariffs on agricultural products, and COVID-19 lockdowns in China. Some of the factors driving high logistics costs, such as low container supply and high fuel costs, have improved. Despite some headwinds, strong demand and global shortages of some key commodities continue to push growth for U.S. food, forestry, and agriculture products.

Top Markets - Wisconsin exported \$3.23 billion in agricultural and food products to 146 countries through the end of Q3 2022, an increase of 13.6%, or \$385 million, in value compared to last year. U.S. agriculture and food exports were valued at nearly \$163 billion in Q3, an increase of 15.1%, which is \$21 billion ahead of YTD Q3 2021.

Wisconsin's top ten export markets make up approximately 78% of the total \$3.23 billion. Of the top ten markets, Japan, U.K., and Germany posted declines while Canada, China, Mexico, Korea, Finland, Italy, and Australia increased, nearly all by double digits.

Top Products - The top ten individual products exported from Wisconsin make up more than 67% of all exports, totaling more than \$2.17 billion. The top ten product showing the highest increase from YTD Q3 2021 to YTD Q3 2022 is dairy, eggs, and honey, up 45.6% or \$96 million. Sauces, yeasts, and soups; beverages, spirits, and ethanol; prepared cereals, flour, and starch; and food industry waste all showed double digit growth over last year. There were four top ten products that posted a decline.

Wisconsin currently ranks 12th among U.S. states in agricultural exports and first for the export of ginseng roots, prepared/preserved cranberries, raw furskins, bovine semen, whey and milk products, prepared/preserved sweet corn and sausages. Wisconsin ranks sixth in the export of cheese and first in specialty cheeses.



Product Group Highlights

The \$3.23 billion, YTD Q3 2022 export of food, forestry, and agricultural products is tracked by three major product groups:

- **Dairy:** Includes cheese, whey, latose, and milk proteins – 14% of all food, forestry, and agricultural export
- **Meat:** Includes livestock, genetics, hides, and furs – 19% of all food, forestry, and agricultural exports
- **Crop:** Includes grains, forestry, processed foods, and beverages – 67% of all food, forestry, and agricultural exports

