

International Agribusiness Center

2021 Export Highlights, Year to Date 3rd Quarter (YTD Q3)

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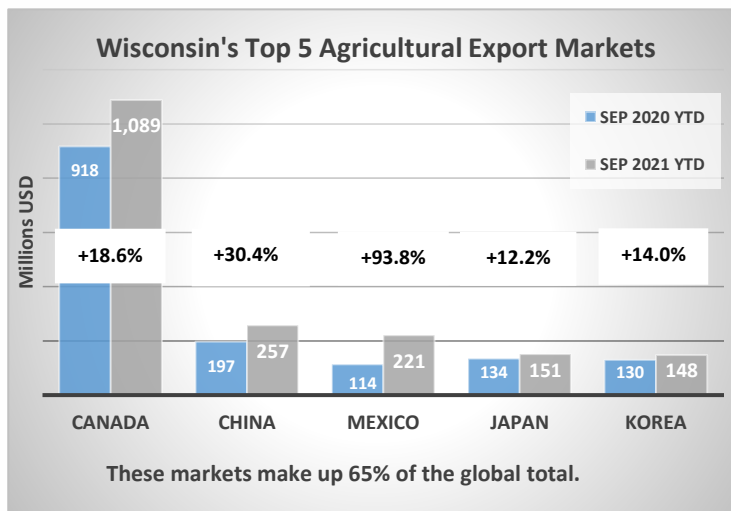
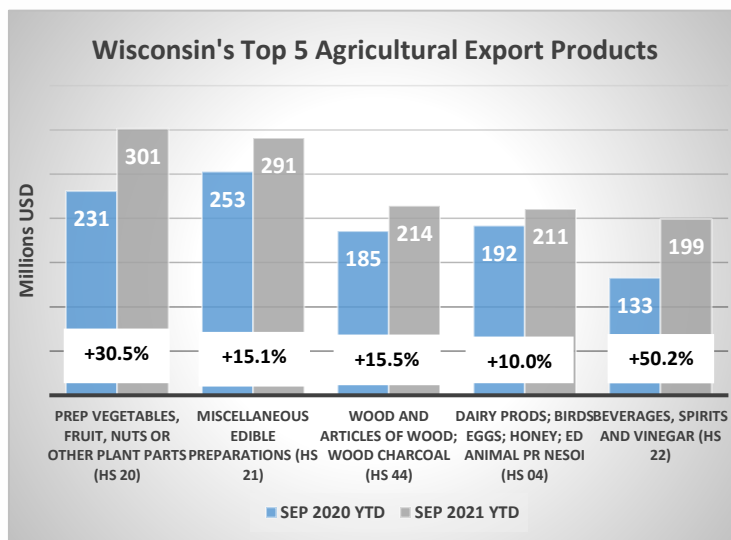
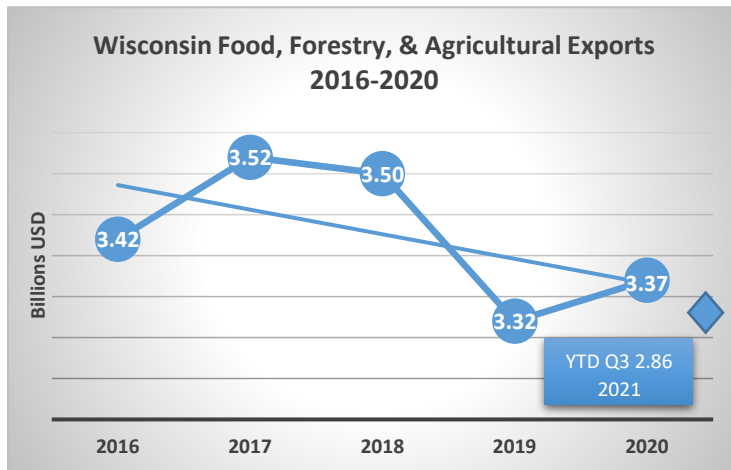
Note: Beginning with this report, food forestry and agriculture product exports we will be reported using the major product groups of dairy, meat, and crop products including the top five products and countries in each group.



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)



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, latose, and milk proteins - 12% of food, forestry and agriculture exports

