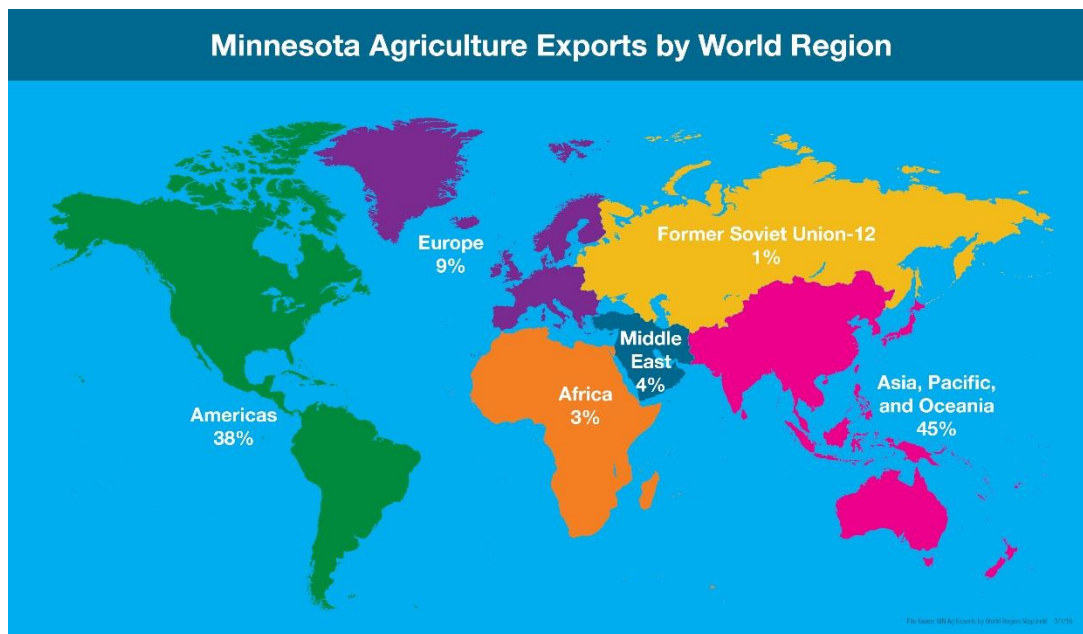




MINNESOTA AGRICULTURAL EXPORTS

Minnesota ranked No. 4 in agricultural exports among all states



**MINNESOTA DEPARTMENT OF AGRICULTURE
AGRICULTURAL MARKETING AND DEVELOPMENT DIVISION**

2016 UPDATE

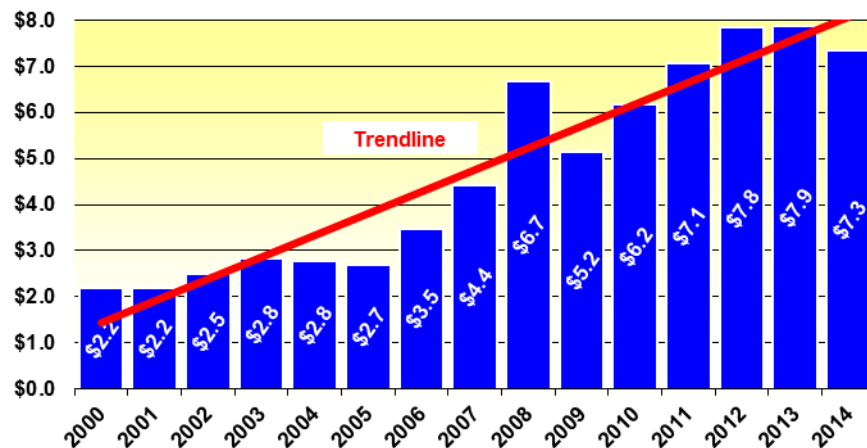
In accordance with the Americans with Disabilities Act, this information is available in alternative forms of communication upon request by calling 651/201-6000. TTY users can call the Minnesota Relay Service at 711. The MDA is an equal opportunity employer and provider.

MINNESOTA AGRICULTURAL EXPORTS

Minnesota Agricultural Export Highlights:

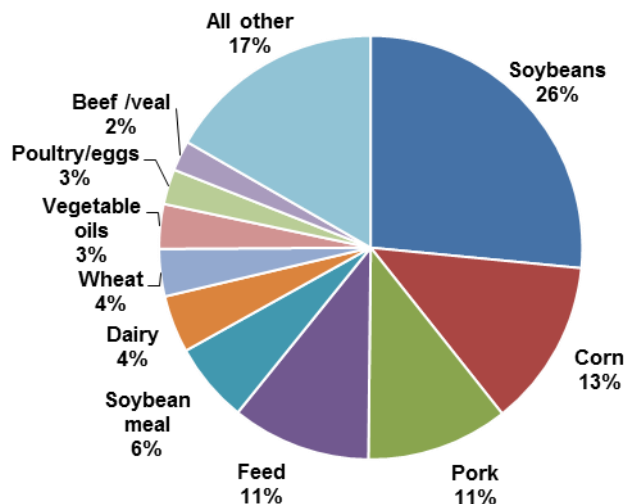
- Minnesota exported a total of \$7.3 billion in agricultural products in 2014.
- Minnesota is the 4th largest agricultural exporting state in the U.S.
- Minnesota's top export commodities are soybeans and soybean products, corn, pork, feed, and dairy, which account for 70 percent of the state's total agricultural exports.
- From 2000 to 2014, Minnesota's total agricultural export grew by 236%, higher than the national growth of 193%.
- Exports are crucial to Minnesota's agricultural economy, contributing over one-third to Minnesota's total agricultural sales.
- In Minnesota, nearly 60,000 jobs are directly or indirectly related to agricultural exports.

Minnesota Agricultural Export Trends (Billion \$)



Source: USDA

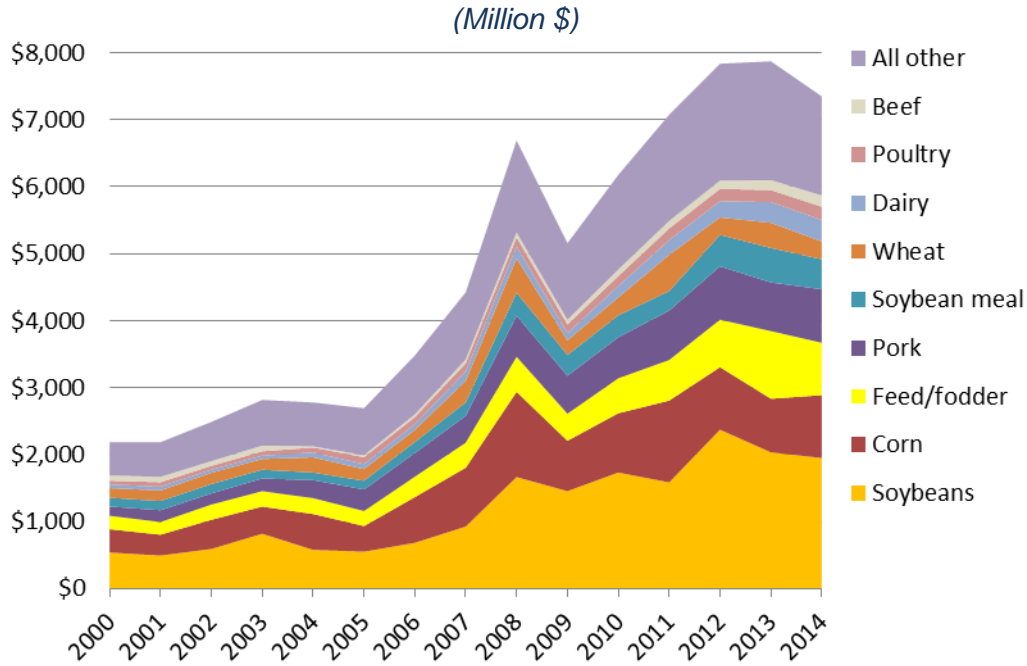
Minnesota's Agricultural Export by Commodity (%-share by value)



Source: USDA and MDA-AMD

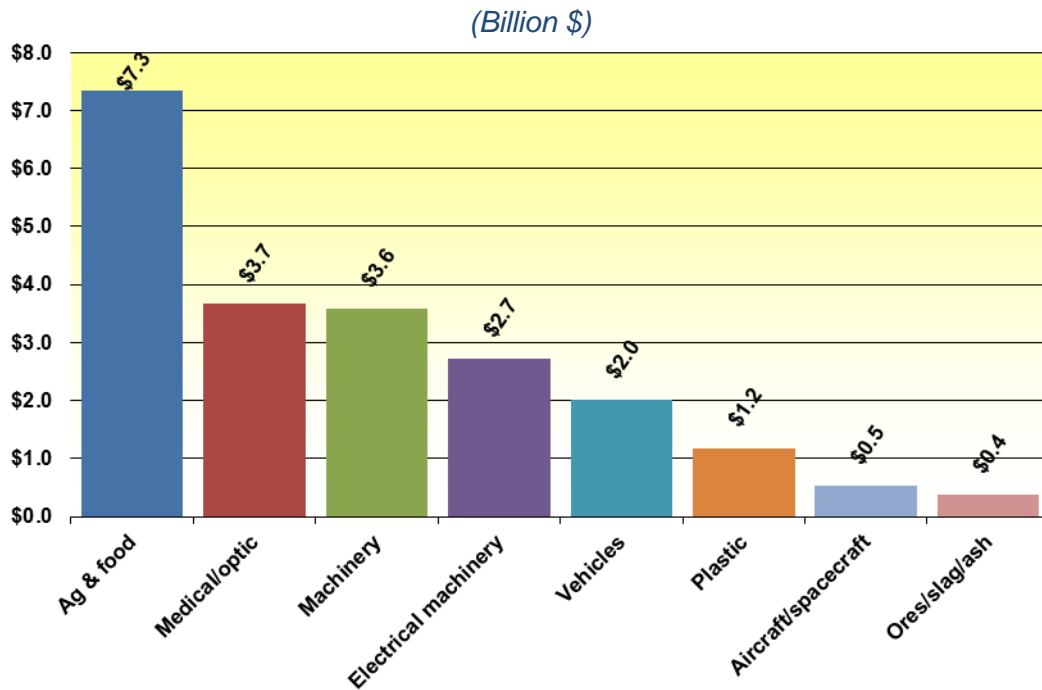
MINNESOTA AGRICULTURAL EXPORTS

Minnesota Agricultural Exports: Top Commodities Growth Trend



Source: USDA and MDA-AMD

Minnesota Agricultural Exports: No. 1 Among All Industries in the State



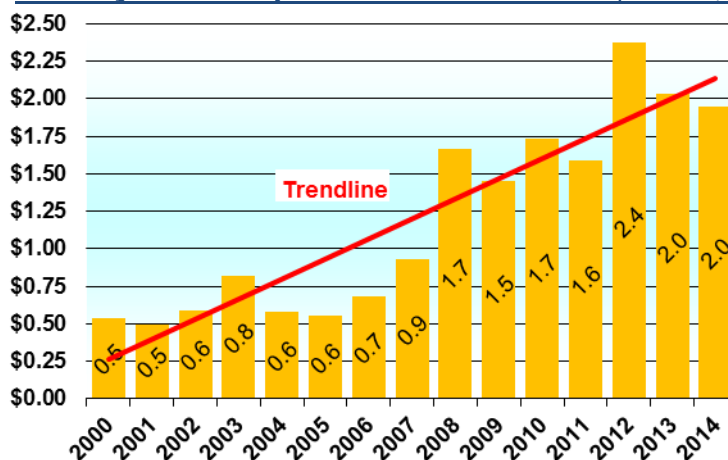
Source: U.S. Bureau of Census, USDA; MDA-AMD

MN AG EXPORTS BY COMMODITY

Soybeans:

- Soybeans are Minnesota's top agricultural export commodity, contributing 26% of Minnesota's total agricultural exports.
- In 2014, Minnesota exported \$1.95 billion of soybeans, down from \$2.03 billion in 2013 – a 4% decline.
- The decline was largely due to the drop in soybean prices between 2013 and 2014 – from \$548/MT to \$481/MT, a 12% decrease.
- China is Minnesota's top export market for soybeans, followed by Mexico, Indonesia, Japan, and Taiwan.

MN Soybeans Export Trend: 2000-2014 (Billion \$)

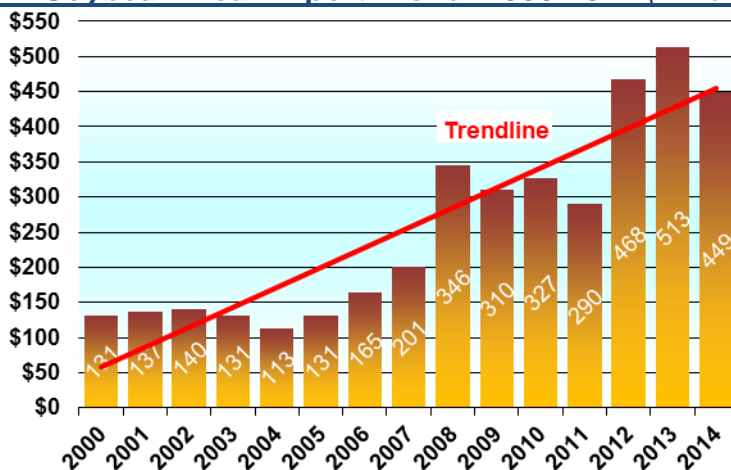


Source: USDA and MDA-AMD

Soybean meal:

- Minnesota exported \$449 million of soybean meal in 2014.
- Even though the value of 2014 soybean meal export declined from \$513 million in 2013 to \$449 million in 2014 – a 12.5% decrease, the volume actually increased by about 7% between 2013 and 2014.
- Mexico is Minnesota's top market for soybean meal, followed by Philippines, Canada, Venezuela, and Thailand.

MN Soybean Meal Export Trend: 2000-2014 (Million \$)



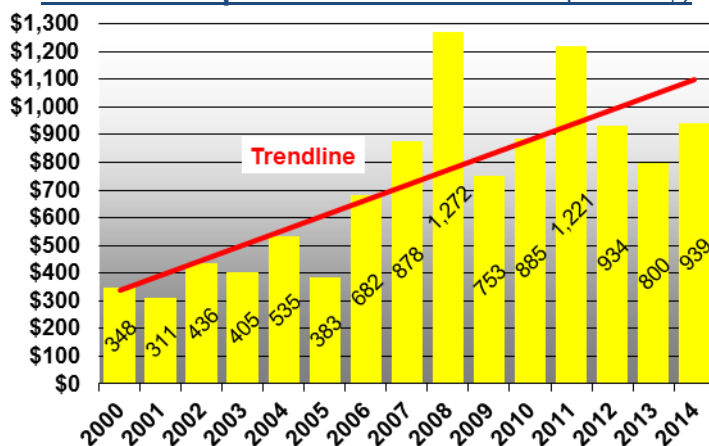
Source: USDA and MDA-AMD

MN AG EXPORTS BY COMMODITY

Corn:

- Corn is Minnesota's second largest agricultural export commodity, contributing 13% of Minnesota's total agricultural exports.
- Minnesota exported \$939 million of corn in 2014 – a 17 percent increase from 2013.
- The 2012-2013 high prices and tight supply caused the decline in corn exports; but in 2014, lower prices helped increase the export volume.
- Mexico is Minnesota's top market for corn, followed by Japan, Colombia, South Korea, and Taiwan.

MN Corn Export Trend: 2000-2014 (Million \$)

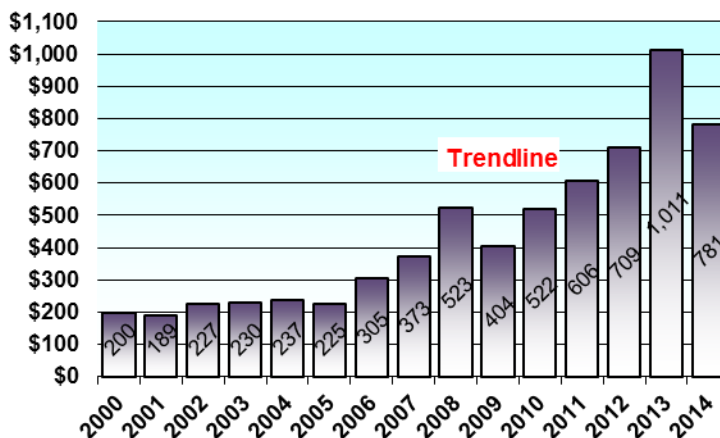


Source: USDA and MDA-AMD

Feed:

- Feed is Minnesota's fourth largest agricultural export commodity, contributing 11% of Minnesota's total agricultural exports.
- Minnesota exported \$781 million of feed in 2014 – a second record high.
- Feed is Minnesota's top growth export commodity, and feed exports posted strong gains in the past decade, especially in 2013.
- China is Minnesota's top market for feed, followed by Canada, Japan, Mexico, and South Korea.

Minnesota Feed Export Trend: 2000-2014 (Million \$)



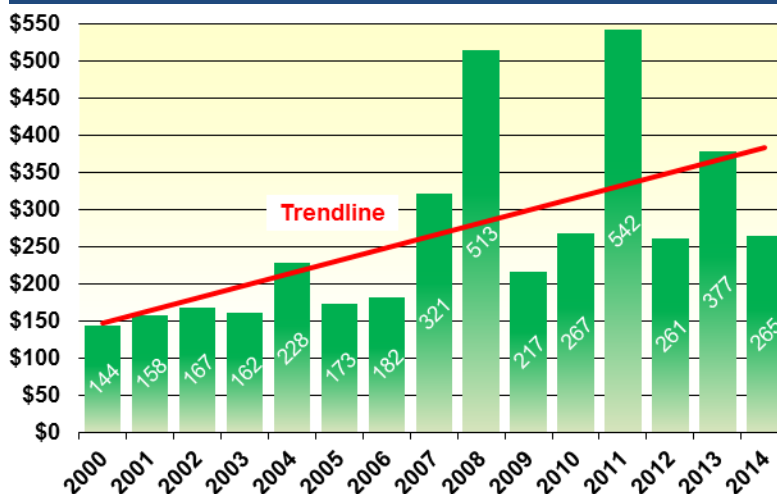
Source: USDA and MDA-AMD

MN AG EXPORTS BY COMMODITY

Wheat:

- Minnesota exported \$265 million of wheat in 2014, a 30-percent decrease from 2013.
- Wheat exports fluctuated since 2008, with highs of \$513 million in 2008 and \$542 million in 2011, and lows of \$217 million in 2009 and \$261 million in 2012 (a small crop year).
- Japan is Minnesota's top market for wheat, followed by Mexico, Philippines, Nigeria, and South Korea.

Minnesota Wheat Export Trend: 2000-2014 (Million \$)

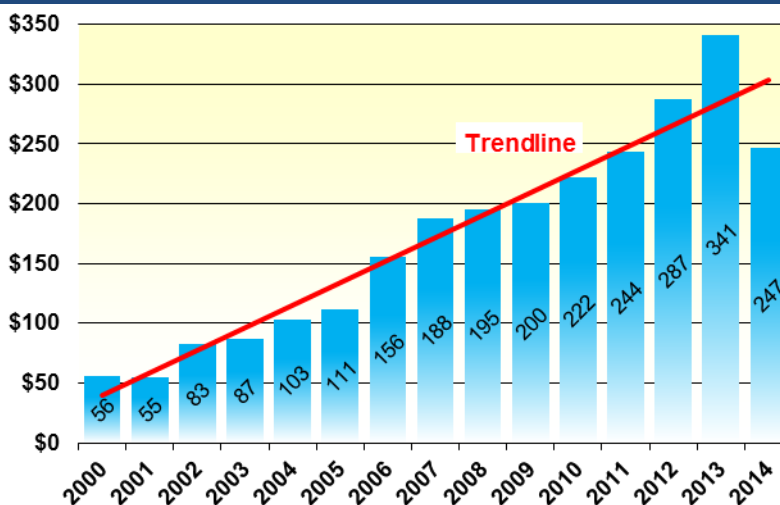


Source: USDA and MDA-AMD

Processed grain products:

- Processed grain products include wheat flour and wheat products, coarse grain products, and miscellaneous grain and feed products.
- In 2014, Minnesota exported \$448 million of processed grain products – a 28% decrease from 2013.

Minnesota Grain Products Export Trend: 2000-2014 (Million \$)



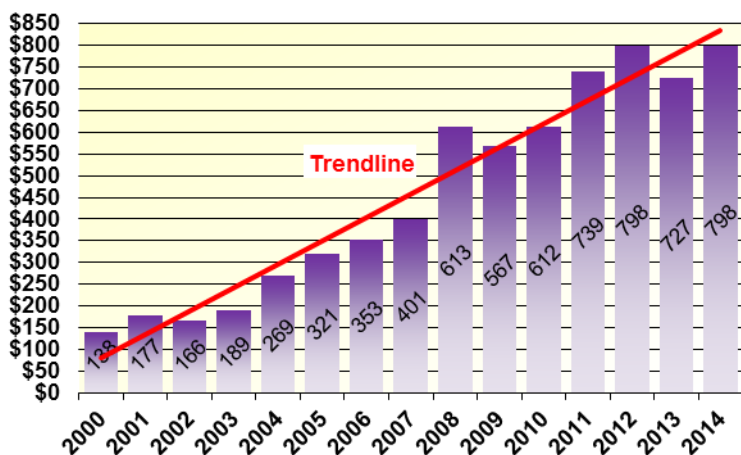
Source: USDA and MDA-AMD

MN AG EXPORTS BY COMMODITY

Pork:

- Pork is Minnesota's third top agricultural export commodity, contributing 11% of Minnesota's total agricultural exports.
- Minnesota exported \$798 million of pork in 2014, up from \$727 million in 2013 – a 10% increase.
- Japan is Minnesota's top market for pork, followed by Mexico, Canada, China, and South Korea.

Minnesota Pork Export Trend: 2000-2014 (Million \$)

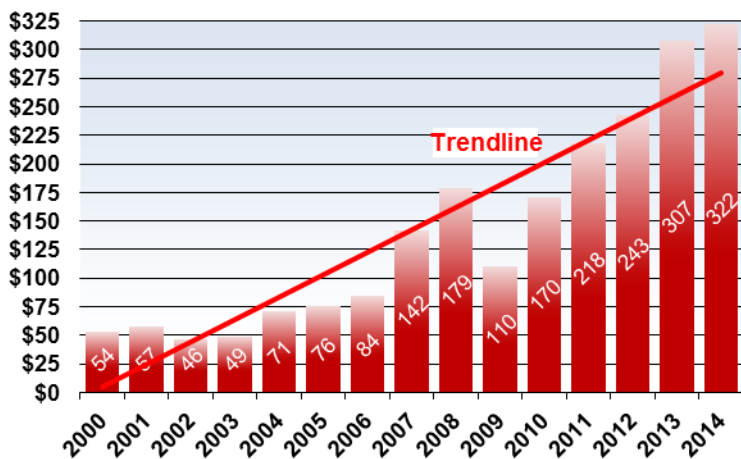


Source: USDA and MDA-AMD

Dairy:

- Minnesota dairy exports remained strong since 2010, reaching a record-high of \$322 million in 2014 – a 5% increase from 2013 and 500% increase from 2000.
- Dairy is among the fastest growing export products for Minnesota.
- Mexico is Minnesota's top market for dairy, followed by Canada, China, South Korea, and Japan.

Minnesota Dairy Export Trend: 2000-2014 (Million \$)



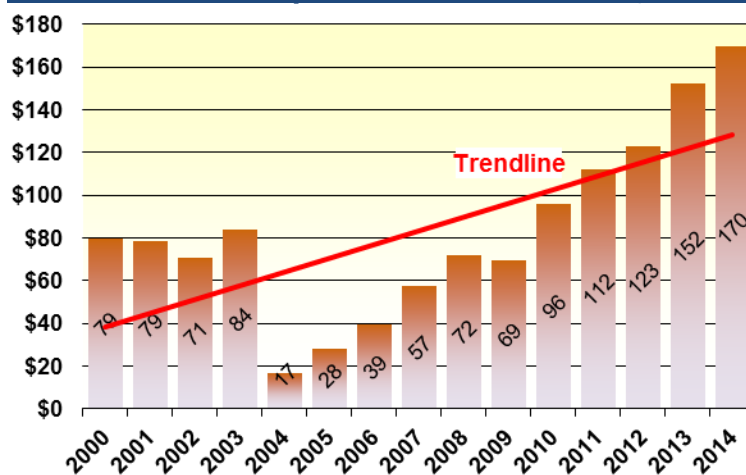
Source: USDA and MDA-AMD

MN AG EXPORTS BY COMMODITY

Beef:

- Minnesota beef exports reached a record-high of \$170 million in 2014, up 12% from 2013.
- The sudden drop in beef exports in 2004 was due to BSE (mad cow disease). Minnesota beef exports have not only recovered but also achieved steady annual increases except in the year 2009.
- Japan is Minnesota's top export market for beef, followed by Mexico, Hong Kong, Canada, and South Korea.

Minnesota Beef Export Trend: 2000-2014 (Million \$)

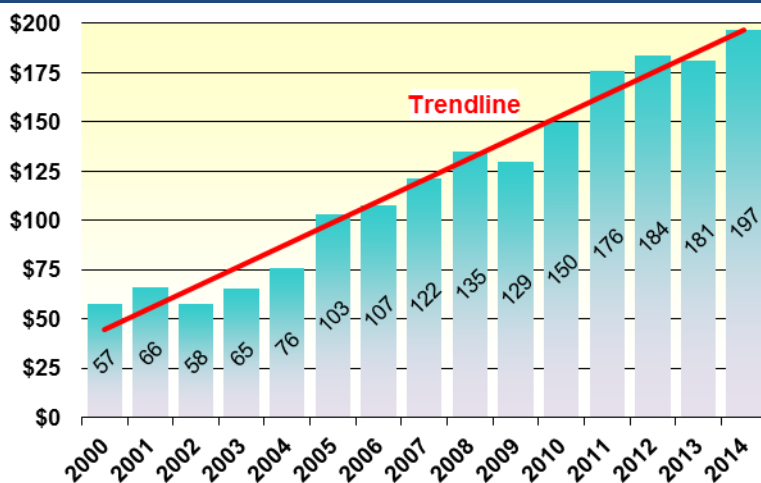


Source: USDA and MDA-AMD

Poultry:

- Minnesota poultry exports (including turkeys, chickens and eggs) were \$197 million in 2014, up 9% from 2013.
- Poultry exports have increased steady since 2000, except in 2002, 2009, and 2013.
- Mexico is Minnesota's top export market for poultry, followed by Canada, China, Angola, and Taiwan.

Minnesota Poultry Export Trend: 2000-2014 (Million \$)



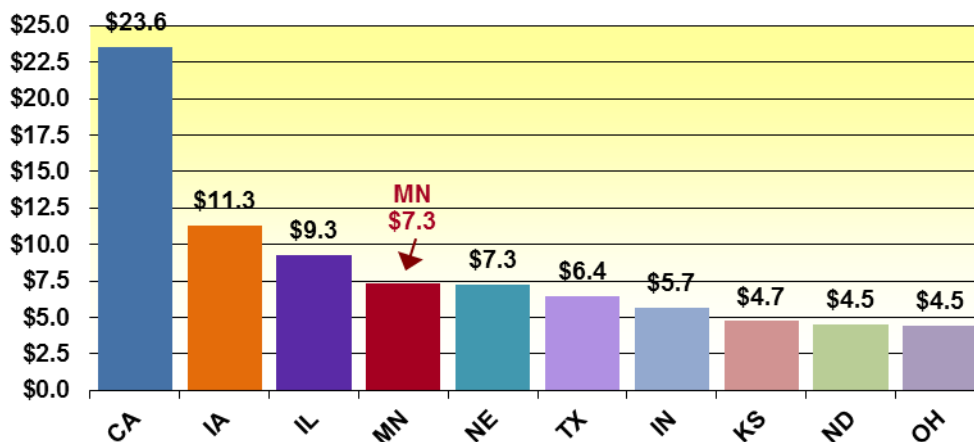
Source: USDA and MDA-AMD

U.S. AGRICULTURAL EXPORTS

U.S. Agricultural Exports:

- In 2014, the U.S. exported a total of \$150 billion in agricultural products, up 4% from 2013.
- Top agricultural exporting states are California, Iowa, Illinois, and Minnesota.
- There are more than 190 export markets – countries and regions – for U.S. agricultural products worldwide.

U.S. Top 10 Ag Exporting States (Billion \$)

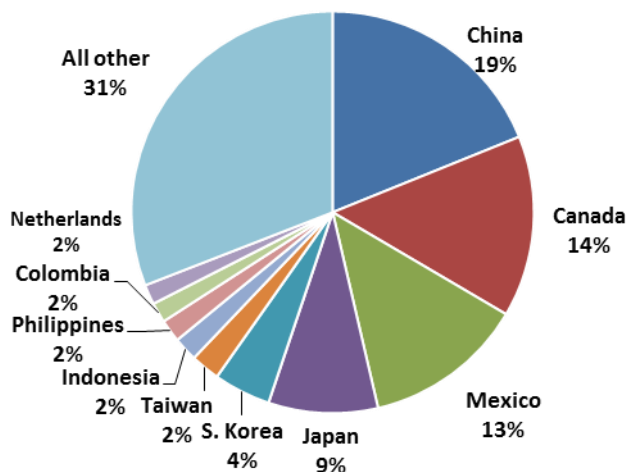


Top Markets:

- China is the largest market for Minnesota agricultural exports, followed by Canada, Mexico, Japan, South Korea, and Taiwan.
- The top six markets account for nearly two-thirds of the U.S. total agricultural exports.
- From 2000 to 2014, the combined growth of the top 6 markets averaged more than 200%, with China leading the growth at 850%, followed by Mexico at 202% and Canada at 187%.

Top 10 Markets for U.S. Ag Exports

(% share by Value)



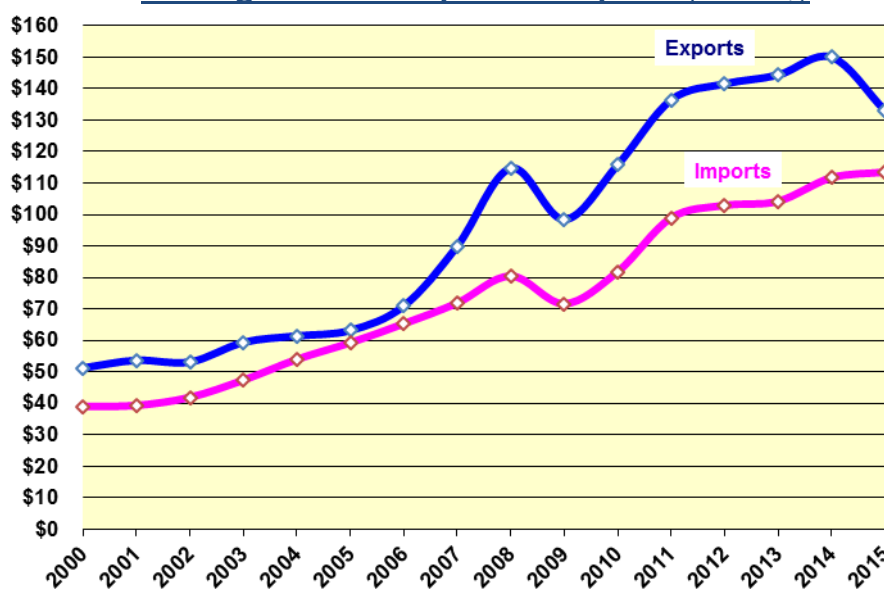
Source: USDA and MDA-AMD

U.S. AGRICULTURAL TRADE BALANCE

U.S. Agricultural Trade Balance:

- U.S. agriculture carried a favorable trade balance (surplus) of \$19.5 billion in 2015.
- U.S. agriculture imports reached a record-high in 2015, at \$113.5 billion – a 1.6% increase from 2014.
- Top 10 suppliers of U.S. ag imports are Canada, Mexico, China, Italy, Australia, Brazil, India, Indonesia, Chile, and France.
- Top 10 import commodities are fresh fruit and vegetables, wine and beer, red meat, snack foods, processed fruit and vegetables, coffee, vegetable oils, live animals, essential oils, and dairy products.

U.S. Agricultural Exports & Imports (Billion \$)



Source: USDA

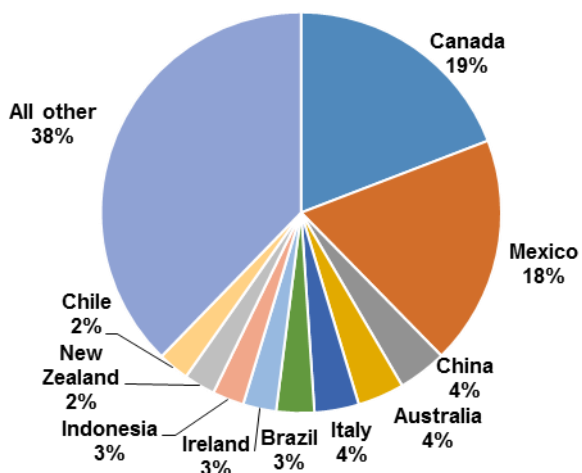
U.S. Ag Trade Balance

(Exports minus imports)

Year	Billion \$
2000	\$12.29
2001	\$14.31
2002	\$11.23
2003	\$12.01
2004	\$7.43
2005	\$3.89
2006	\$5.62
2007	\$18.08
2008	\$34.27
2009	\$26.77
2010	\$33.96
2011	\$37.49
2012	\$38.63
2013	\$40.12
2014	\$38.28
2015	\$19.51

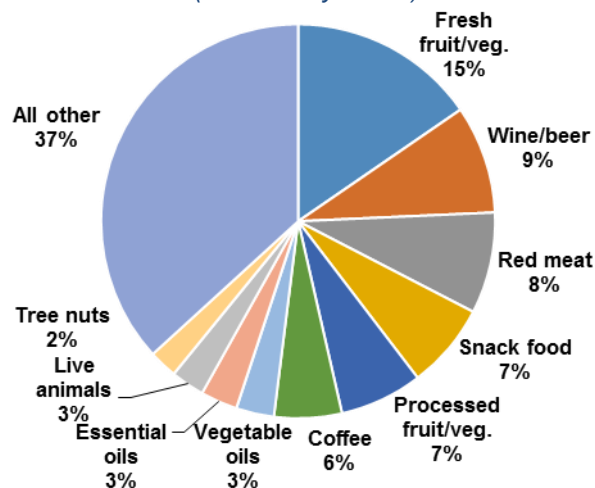
U.S. Ag Imports: Top 10 Suppliers

(% share by Value)



U.S. Ag Imports: Top 10 Commodities

(% share by Value)



Source: USDA