

International Agribusiness Center

2021 Export Highlights

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Highlights

Wisconsin export of Food, Forestry, and Agricultural products reached an all-time high of \$3.96 billion in 2021, 17.5% above 2020. This increase was driven by double digit gains in Wisconsin's top five markets (Canada, China, Mexico, Korea, and Japan), all product categories (dairy, meat, and crop products), and the top five individual products by harmonized system (HS) code.

While we celebrate this growth in exports, the future success of Wisconsin's agricultural exports is not guaranteed. There are still significant exporting challenges that can slow or reverse growth, including trade and geopolitical tensions, supply chain disruptions, and tariffs. In the past ten years, we have seen year-to-year declines of hundreds of millions of dollars. Three of the past five years from 2016 to 2020 had declines with an aggregate loss of more than \$64 million.

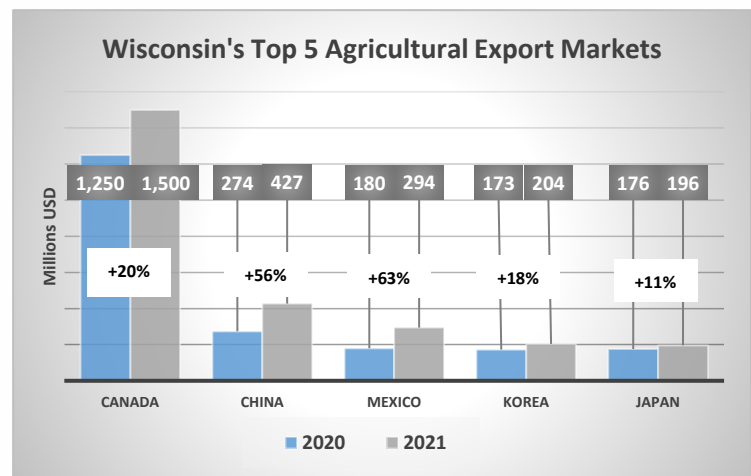
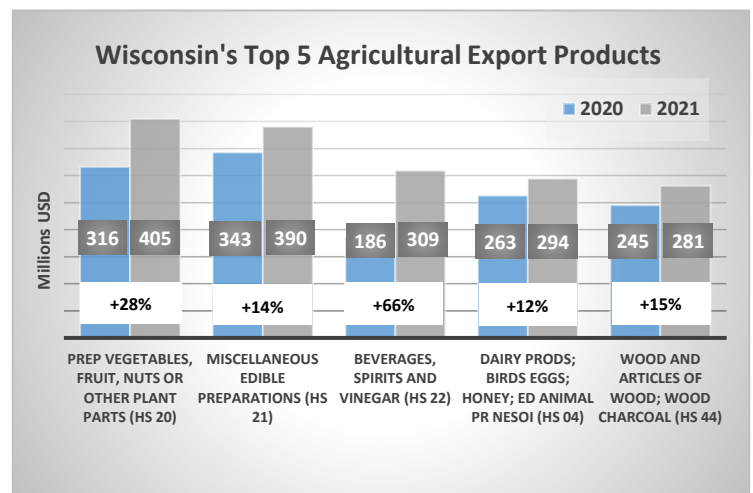
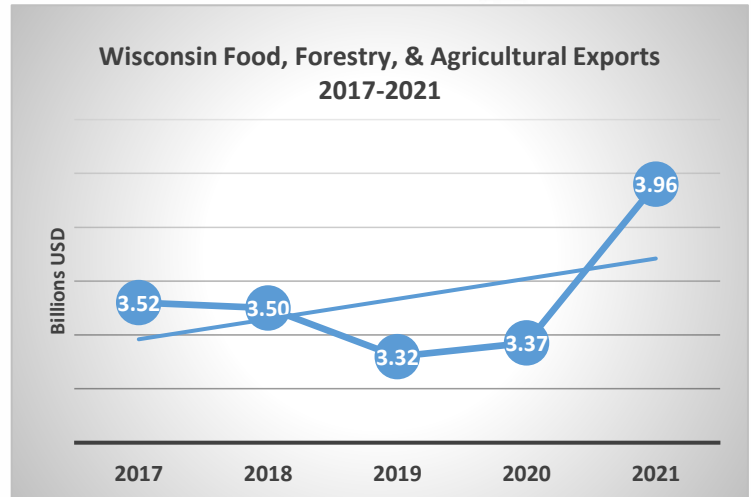
The dramatic growth can partially be attributed to pent-up demand following two years of economic disruption due to the COVID-19 pandemic and previous retaliatory tariffs on agricultural products. These gains are despite the challenges of shipping container shortages, high shipping costs, raw material shortages, and rising prices.

Top Markets - Wisconsin exported \$3.96 billion in agricultural and food products to 146 countries in 2021, an increase of 17.5% or \$590 million in value compared to last year. Total 2021 U.S. agricultural and food exports were valued at nearly \$200 billion, an increase of \$31 billion compared to 2020.

The top ten export markets make up about 77% of the \$3.96 billion total. Of the top ten markets, the Netherlands and Italy were the only markets dropping. The Netherlands decreased by 7% or about \$6 million and Italy decreased by 28% or nearly \$29 million. The top ten market showing the highest increase from 2020 to 2021 was Singapore, up 75% or nearly \$33 million.

Top Products - The top ten products exported from Wisconsin make up 69% of total exports or nearly \$2.75 billion. The top ten product showing the highest increase from 2020 to 2021 is Beverages, Spirits, and Vinegar, up 66% or more than \$66 million.

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



Product Group Highlights

The \$3.96 billion in the export of food, forestry, and agriculture products is tracked in three major product groups:

- **Crop:** Includes grains, forestry, processed foods, and beverages – 68% of all food, forestry, and agriculture exports
- **Meat:** Includes livestock, genetics, hides, and furs – 20% of all food, forestry, and agriculture exports
- **Dairy:** Includes cheese, whey, latose, and milk proteins – 12% of all food, forestry, and agriculture exports

