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## U.S. Agricultural Trade Update— State Exports

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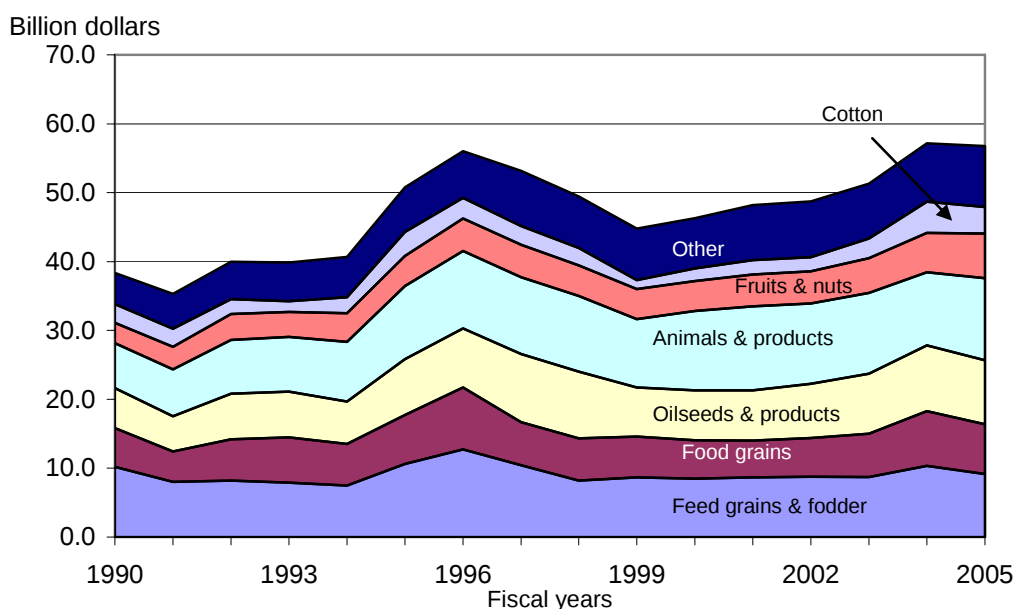
### California and Iowa Remain Top U.S. Agricultural Exporting States in Fiscal 2005

#### Abstract

U.S. agricultural exports reached a new record in fiscal 2005 at \$62.4 billion, \$1 million higher than the record set in fiscal 2004. While California and Iowa continued their reign as top exporting States, Texas regained its third place position ahead of Illinois; Indiana moved back into the top 10. Iowa moved ahead of Illinois in soybean exports; California continued to dominate vegetables, fruits, tree nuts, seeds, and dairy.

**Keywords:** U.S. exports by State, commodity groups, fiscal years, value.

#### U.S. agricultural exports by commodity group



Sources: National Agricultural Statistics Service and Bureau of Census, U.S. Department of Commerce.

## Iowa Top Soybean Exporter

Fiscal 2005 agricultural exports were just over \$62 billion—slightly above the record set in 2004. In 2005 we have seen strong U.S. economic growth with slow growth in Europe, modest growth in Japan, and high crude oil prices. Global health issues relating to meat trade are still not resolved.

Soybeans and products remained the largest valued U.S. agricultural export at nearly \$9 billion—down roughly 2 percent from 2004. Shipments of soybean meal grew by 40 percent from 2004-05 while soy oil shipments grew by 21 percent.

Feed grains and products remained the second largest valued agricultural export despite a sharp decline from 2004-05. Nearly all this decline is related to corn as export values dropped from nearly \$6 billion in 2004 to \$4.7 billion in 2005. This is nearly 16 percent below the 2004 level but more in line with previous values.

Wheat export values are down 11 percent over last year at \$5.9 billion. This drop is largely due to large U.S. and global supplies which lowered prices and created stiff competition. Despite the \$765-million drop from 2004 levels, wheat remains the third largest U.S. agricultural export group in fiscal 2005.

Concerns about animal health issues continue to challenge global meat trade. Major shifts in meat trade occurred in 2004 due to the discovery of Bovine Spongiform Encephalopathy (BSE) in the United States and Canada and Avian Influenza in Asia. Beef exports from the U.S. to Japan and South Korea have yet to fully resume. As a result, beef export values are \$300 million below 2004 levels. High hog prices, resulting from strong export demand as pork substitutes for beef, and strong export demand for lamb and other animal products, have raised export values for live animals and meat by more than \$500 million. Poultry exports have risen almost 20 percent from 2004 to 2005. Dairy exports rose 30 percent over 2004 levels as they did from 2003-04.

Cotton exports are down nearly 15 percent from 2004 levels. In spite of strong global demand, weak prices drove export values down \$660 million. Exports to China account for roughly one-third of the volume of U.S. cotton exports.

### ***California Still Top Ranked Export State***

California remained the top exporting State in fiscal 2005, far surpassing all others; its \$10.2 billion of agricultural exports is up 7 percent, or \$680 million, from 2004. California accounts for 16 percent of the total value of all U.S. agricultural exports. The State leads the country in exports of vegetables and preparations, fruits and preparations, tree nuts, dairy products, planting seeds, and “other products.” California’s exports of each of these commodities are 2-3 times higher than the next closest State. U.S. almond growers have found larger markets in Europe as Spain’s drought continues to depress its crop production. Nearly half of California’s “other product” exports comes from wine, with the rest primarily from essential oils and nursery and greenhouse products.

Iowa remains the second ranked U.S. exporting State with total agricultural exports valued at \$4 billion—less than half the total agricultural export value for California. The \$100-million increase is largely due to higher values for soybeans and live

animal and meat exports. Iowa led the Nation's exports of feed grains and products, and live animals and meats. Continued strength in the pork sector allowed the State to remain well ahead of Nebraska in meat exports. Iowa continues to dominate U.S. exports of corn.

Texas was a close third, with 2005 agricultural exports valued at \$3.5 billion. This is down \$213 million, or 6 percent, from 2004 levels. These declines are largely due to declining export values for cotton and meat. Restrictions on beef and cattle exports, due to fears about BSE, are partly responsible for the more than \$50-million decline in live animal and meat exports. Nevertheless, the State continued to dominate U.S. exports of cotton and cottonseed with values more than double those of the next largest cotton exporting State.

Illinois exports were roughly \$250 million below Texas, as their 2005 value fell \$442 million, mostly from lower feedgrain and soybean exports. Illinois is the second ranked exporting State for soybeans and feedgrains, behind Iowa by roughly \$250 million in each. Illinois accounted for 14 percent of the value of U.S. soybean and feedgrain exports in 2005.

Minnesota rose to be the fifth ranking agricultural exporting state in 2005. An increase of nearly \$200 million in soybean exports combined with roughly \$55 million each in vegetables and live animal and meat exports pushed Minnesota ahead of Nebraska and Kansas.

Nebraska remained the sixth ranking agricultural exporting State. While overall export value fell by 5 percent from 2004 to 2005, increases in soybeans and feeds and fodders helped soften large declines in wheat and feedgrains. Animal disease problems lowered exports of animal products from Nebraska, Kansas, and Texas, but these three States continued to lead the Nation's exports of hides and skins and animal fats.

Kansas fell to seventh position in 2005, but only \$50 million behind Nebraska. Kansas continued to be the leading wheat-exporting State with its wheat exports growing by 50 percent. Kansas moved ahead of Texas to lead the Nation in export of feeds and fodders in 2005.

Washington, North Dakota, and Indiana complete the list of top-10 ranking States. After pushing Indiana into 11th place in 2004, Arkansas has fell from 8th to 11th position in 2005 leaving Indiana in 10th position. Washington ranked second in vegetables and preparations and fruits and preparations. North Dakota leads sunflowerseed and oil exports and rose to second in wheat. Indiana ranked fourth in soybean exports; Arkansas continues to lead U.S. rice exports and now leads the Nation in poultry exports. The top 10 exporting States accounted for 56 percent of total agricultural exports in 2005, down from 57 percent in 2004.

Among the next 10 exporting States, Georgia took the lead position in peanuts with Texas and Alabama ranking second and third, respectively; Mississippi and Georgia were the second and third largest cotton- and cottonseed-exporting States; Kentucky became the leading tobacco-exporting State, with North Carolina a close second. With hurricane damage continuing to inhibit production, Florida was third largest behind California and Washington in fruit exports. The top 20 States accounted for 77 percent of agricultural exports in 2005 compared with 78 percent in 2004.

## Methodology

Data on the value of U.S. agricultural exports by State of production are not part of the U.S. export information collected by the U.S. Customs and Border Protection. Consequently, the Economic Research Service (ERS) estimates State agricultural exports using the Customs District-level export data compiled by the U.S. Census Bureau and the State-level agricultural production data supplied by the National Agricultural Statistics Service (NASS). Using these approximations, a State that is the largest producer of an agricultural commodity will also account for the largest share of U.S. exports of that commodity. Countries of destination for each State's exports cannot be determined.

U.S. agricultural commodity exports often are produced in inland States. From the farm, a commodity is sold to a local elevator, which in turn may sell it to a larger elevator located at a major transportation hub, which then moves the commodity to a port. As the commodity passes through several States before being exported, the State-of-origin often is lost or the product commingled with similar product from other States. Frequently, the State from which the commodity began its export journey, not necessarily the State in which the commodity was produced, is reported by the exporter. To more accurately reflect the situation for inland agricultural producing States, ERS calculates U.S. State agricultural exports based on a State's share of production of the exported commodity.

The underlying crop and livestock production and slaughter estimates by State are publicly available from NASS at [http://www.nass.usda.gov/Data\\_and\\_Statistics](http://www.nass.usda.gov/Data_and_Statistics). The State's share of production of the commodity is simply applied to the U.S. export figure for the commodity to derive export value.

NASS does not provide production statistics for processed agricultural products such as pasta. For these products, supplemental data from the [2002 Census of Agriculture](#) and the Department of Commerce's 2002 Economic Census, Subject Series, [Manufacturing Product Summary](#) have been used to refine State export estimates.

Estimates of U.S. State exports also are made by other organizations—[U.S. Census Bureau](#), [International Trade Administration](#), etc. Their estimates are based primarily on the Customs data reported at the port and compiled by the Census Bureau. Consequently, for agricultural commodities, compared with ERS's estimates, those estimates tend to inflate the relative exports of port States and undercount those of inland States, where farm commodities tend to originate.

## Contacts and Links

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### Trade Information

- State export data are available at <http://www.ers.usda.gov/data/stateexports>.
- Monthly and year-to-date U.S. agricultural trade (FATUS and HTS) data are available on the Foreign Agricultural Service's web site at <http://www.fas.usda.gov/ustrade/>.
- Frequently asked questions and answers and summary FATUS data tables are available at <http://www.ers.usda.gov/data/fatus>.
- For articles and general information about agricultural trade see <http://www.ers.usda.gov/briefing/agtrade>.

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## U.S. agricultural exports, by leading States: Estimated value by commodity group, FY 2005

| Commodity group             | United States | Leading 10 States, by value |         |         |         |         |         |         |         |         |         |
|-----------------------------|---------------|-----------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
|                             |               | 1                           | 2       | 3       | 4       | 5       | 6       | 7       | 8       | 9       | 10      |
| Million dollars             |               |                             |         |         |         |         |         |         |         |         |         |
| Total                       | 62,369.3      | CA                          | IA      | TX      | IL      | MN      | NE      | KS      | WA      | ND      | IN      |
|                             |               | 10,168.4                    | 4,016.7 | 3,526.3 | 3,282.1 | 2,869.1 | 2,825.3 | 2,773.3 | 2,035.5 | 1,967.6 | 1,846.5 |
| Soybeans and products       | 8,843.4       | IA                          | IL      | MN      | IN      | NE      | OH      | MO      | SD      | ND      | KS      |
|                             |               | 1,526.2                     | 1,272.6 | 876.8   | 755.3   | 674.3   | 577.6   | 525.8   | 397.1   | 307.4   | 302.1   |
| Feed grains and products    | 6,944.7       | IA                          | IL      | NE      | MN      | IN      | KS      | SD      | OH      | TX      | WI      |
|                             |               | 1,210.3                     | 971.0   | 773.1   | 668.9   | 517.5   | 496.7   | 275.4   | 273.1   | 251.9   | 243.1   |
| Wheat and products          | 5,866.8       | KS                          | ND      | MT      | OK      | WA      | TX      | SD      | MN      | ID      | OH      |
|                             |               | 744.4                       | 646.8   | 369.8   | 352.8   | 319.1   | 280.3   | 267.4   | 250.7   | 207.1   | 205.5   |
| Vegetables and preparations | 5,606.1       | CA                          | WA      | WI      | ID      | MN      | FL      | ND      | MI      | OR      | AZ      |
|                             |               | 2,702.2                     | 520.7   | 284.2   | 274.2   | 261.9   | 174.7   | 154.1   | 152.4   | 146.3   | 95.8    |
| Live animals and meat       | 4,924.0       | IA                          | NE      | IL      | NC      | MN      | KS      | TX      | KY      | IN      | OK      |
|                             |               | 928.4                       | 498.0   | 327.3   | 326.3   | 302.5   | 283.5   | 281.0   | 260.5   | 210.6   | 171.5   |
| Fruit and preparations      | 4,080.8       | CA                          | WA      | FL      | OR      | MI      | NY      | TX      | HI      | PA      | AZ      |
|                             |               | 2,200.1                     | 683.1   | 513.5   | 110.1   | 85.6    | 84.0    | 64.2    | 54.5    | 26.7    | 25.0    |
| Cotton and linters          | 3,872.1       | TX                          | CA      | AR      | MS      | GA      | NC      | TN      | LA      | MO      | AL      |
|                             |               | 1,337.4                     | 370.3   | 344.8   | 336.2   | 335.1   | 225.0   | 175.7   | 171.9   | 135.3   | 132.8   |
| Poultry and products        | 3,011.4       | AR                          | GA      | NC      | AL      | MS      | TX      | IN      | VA      | CA      | MN      |
|                             |               | 322.1                       | 315.3   | 281.1   | 256.3   | 217.4   | 160.3   | 99.8    | 89.3    | 85.5    | 83.3    |
| Tree nuts                   | 2,417.6       | CA                          | OR      | GA      | TX      | NM      | OK      | AZ      | HI      | LA      | KS      |
|                             |               | 2,253.6                     | 49.4    | 26.5    | 23.5    | 23.0    | 16.5    | 8.2     | 7.3     | 5.3     | 1.1     |
| Feeds and fodders           | 2,201.6       | KS                          | TX      | NE      | IA      | MN      | ND      | IL      | OK      | CO      | CA      |
|                             |               | 399.3                       | 300.7   | 195.3   | 127.4   | 92.2    | 68.6    | 66.0    | 60.1    | 59.8    | 55.9    |
| Hides and skins             | 1,746.0       | NE                          | KS      | TX      | WI      | CO      | CA      | UT      | IL      | IA      | MN      |
|                             |               | 344.4                       | 342.1   | 282.1   | 117.9   | 110.6   | 69.1    | 60.9    | 51.5    | 50.9    | 50.4    |
| Dairy products              | 1,743.5       | CA                          | WI      | NY      | PA      | ID      | MN      | NM      | MI      | TX      | WA      |
|                             |               | 371.9                       | 224.1   | 119.3   | 104.0   | 100.4   | 80.2    | 68.0    | 66.3    | 63.6    | 55.4    |
| Rice                        | 1,356.2       | AR                          | CA      | LA      | MS      | MO      | TX      | na      | na      | na      | na      |
|                             |               | 619.2                       | 318.0   | 172.6   | 92.9    | 78.1    | 75.4    | na      | na      | na      | na      |
| Tobacco, unmanufactured     | 983.2         | KY                          | NC      | TN      | VA      | SC      | GA      | na      | na      | na      | na      |
|                             |               | 339.9                       | 291.6   | 82.1    | 61.7    | 51.8    | 39.6    | na      | na      | na      | na      |
| Seeds                       | 915.4         | CA                          | OR      | ND      | KS      | FL      | AZ      | IN      | WA      | TX      | NV      |
|                             |               | 210.9                       | 104.5   | 55.0    | 51.7    | 38.4    | 37.7    | 33.5    | 25.1    | 24.8    | 24.2    |
| Animal fats                 | 477.3         | NE                          | KS      | TX      | CO      | IA      | WI      | CA      | IL      | MN      | PA      |
|                             |               | 96.8                        | 92.7    | 76.4    | 27.1    | 25.5    | 20.4    | 19.9    | 17.3    | 14.7    | 12.0    |
| Peanuts and products        | 217.4         | GA                          | TX      | AL      | FL      | NC      | SC      | OK      | VA      | NM      | na      |
|                             |               | 97.0                        | 41.0    | 27.6    | 18.5    | 13.0    | 7.6     | 4.8     | 3.0     | 2.8     | na      |
| Sunflowerseed and oil       | 142.9         | ND                          | SD      | KS      | CO      | TX      | MN      | NE      | na      | na      | na      |
|                             |               | 62.3                        | 31.2    | 16.1    | 9.3     | 7.0     | 6.5     | 5.1     | na      | na      | na      |
| Cottonseed and products     | 97.0          | TX                          | AR      | GA      | MS      | CA      | NC      | TN      | LA      | MO      | AL      |
|                             |               | 34.1                        | 9.2     | 8.7     | 8.7     | 7.1     | 5.6     | 4.6     | 4.3     | 3.4     | 3.3     |
| Other                       | 6,922.2       | CA                          | ND      | PA      | IL      | FL      | WA      | OR      | MN      | OH      | TX      |
|                             |               | 1,182.7                     | 529.5   | 368.4   | 344.6   | 343.9   | 297.4   | 200.7   | 168.4   | 163.7   | 142.8   |

na = not applicable.

Other = Sugar and tropical products, minor oilseeds, essential oils, beverages other than juice, nursery and greenhouse, wine, and misc. vegetable products.

Source: Compiled by ERS using data from National Agricultural Statistics Service and Bureau of the Census, U.S. Department of Commerce.

State agricultural exports: Estimated value, million dollars, FY 2001-2005

|                | FY 2001 | FY 2002 | FY 2003 | FY 2004 | FY2005 |
|----------------|---------|---------|---------|---------|--------|
| United States  | 52,698  | 53,291  | 55,987  | 62,368  | 62,369 |
| California     | 7,175   | 7,059   | 8,150   | 9,487   | 10,168 |
| Iowa           | 3,010   | 3,162   | 3,654   | 3,917   | 4,017  |
| Texas          | 2,883   | 2,851   | 3,407   | 3,740   | 3,526  |
| Illinois       | 2,969   | 3,119   | 3,204   | 3,724   | 3,282  |
| Minnesota      | 2,346   | 2,243   | 2,707   | 2,623   | 2,869  |
| Nebraska       | 2,872   | 3,122   | 3,128   | 2,990   | 2,825  |
| Kansas         | 2,983   | 3,030   | 2,979   | 3,304   | 2,773  |
| Washington     | 1,818   | 1,781   | 1,913   | 1,861   | 2,035  |
| North Dakota   | 1,753   | 2,030   | 1,759   | 1,942   | 1,968  |
| Indiana        | 1,551   | 1,698   | 1,563   | 1,945   | 1,847  |
| Arkansas       | 1,187   | 1,212   | 1,445   | 1,756   | 1,721  |
| North Carolina | 1,448   | 1,470   | 1,301   | 1,644   | 1,615  |
| Ohio           | 1,274   | 1,305   | 1,184   | 1,526   | 1,497  |
| Wisconsin      | 1,317   | 1,278   | 1,409   | 1,246   | 1,429  |
| Missouri       | 1,225   | 1,140   | 1,202   | 1,559   | 1,317  |
| Florida        | 1,247   | 1,275   | 1,287   | 1,312   | 1,261  |
| South Dakota   | 1,089   | 1,047   | 900     | 1,268   | 1,231  |
| Pennsylvania   | 1,050   | 954     | 1,002   | 1,043   | 1,102  |
| Kentucky       | 875     | 886     | 819     | 942     | 1,074  |
| Georgia        | 910     | 956     | 924     | 1,063   | 1,070  |
| Michigan       | 820     | 766     | 889     | 905     | 961    |
| Mississippi    | 603     | 665     | 793     | 1,008   | 918    |
| Idaho          | 798     | 777     | 837     | 802     | 856    |
| Oklahoma       | 544     | 569     | 614     | 844     | 822    |
| Oregon         | 725     | 686     | 722     | 819     | 816    |
| Tennessee      | 562     | 617     | 655     | 784     | 761    |
| Colorado       | 902     | 926     | 869     | 806     | 675    |
| New York       | 492     | 494     | 451     | 493     | 565    |
| Virginia       | 486     | 475     | 438     | 541     | 552    |
| Louisiana      | 403     | 397     | 476     | 536     | 550    |
| Alabama        | 399     | 418     | 388     | 513     | 520    |
| Montana        | 320     | 284     | 394     | 459     | 520    |
| Arizona        | 414     | 392     | 454     | 445     | 419    |
| South Carolina | 309     | 312     | 251     | 371     | 334    |
| Maryland       | 264     | 249     | 211     | 254     | 244    |
| Utah           | 256     | 248     | 253     | 222     | 221    |
| New Mexico     | 117     | 137     | 137     | 167     | 187    |
| New Jersey     | 146     | 143     | 147     | 156     | 158    |
| Massachusetts  | 106     | 114     | 126     | 158     | 150    |
| Delaware       | 144     | 139     | 115     | 134     | 148    |
| Hawaii         | 66      | 65      | 71      | 74      | 79     |
| Maine          | 65      | 62      | 61      | 63      | 68     |
| Connecticut    | 87      | 72      | 50      | 58      | 56     |
| Nevada         | 37      | 42      | 35      | 39      | 45     |
| Wyoming        | 49      | 46      | 36      | 41      | 44     |
| West Virginia  | 39      | 36      | 35      | 36      | 39     |
| Vermont        | 29      | 26      | 31      | 37      | 38     |
| New Hampshire  | 9       | 9       | 8       | 11      | 10     |
| Rhode Island   | 5       | 4       | 3       | 5       | 5      |
| Alaska         | 1       | 1       | 1       | 1       | 1      |

Order based on fiscal 2005 rank.

Fiscal years = October 1-September 30.

Source: Compiled by ERS using data from National Agricultural Statistics Service and Bureau of the Census, U.S. Department of Commerce.

Value of U.S. agricultural exports by commodity group, 2001-05

|                     | FY 2001         | FY 2002  | FY 2003  | FY 2004  | FY 2005  | Change from 2004-05 |          |
|---------------------|-----------------|----------|----------|----------|----------|---------------------|----------|
|                     | Million dollars |          |          |          |          | Percent             | \$ mil   |
| Wheat               | 4,508.8         | 4,793.6  | 5,312.2  | 6,631.9  | 5,866.8  | -11.5               | -765.1   |
| Rice                | 841.9           | 832.7    | 1,021.3  | 1,307.2  | 1,356.2  | 3.8                 | 49.0     |
| Feed grains         | 6,533.7         | 6,795.6  | 6,684.3  | 8,290.9  | 6,944.7  | -16.2               | -1,346.3 |
| Soybeans            | 6,809.9         | 7,332.1  | 8,269.8  | 9,066.7  | 8,843.4  | -2.5                | -223.2   |
| Sunflowerseed       | 205.2           | 218.2    | 117.4    | 170.1    | 142.9    | -16.0               | -27.2    |
| Peanuts             | 170.2           | 258.3    | 187.7    | 219.1    | 217.4    | -0.8                | -1.7     |
| Cotton              | 2,092.5         | 2,051.6  | 2,853.7  | 4,534.2  | 3,872.1  | -14.6               | -662.1   |
| Cottonseed          | 86.9            | 97.5     | 102.7    | 108.5    | 97.0     | -10.6               | -11.5    |
| Tobacco             | 1,181.3         | 1,148.4  | 1,001.2  | 1,049.6  | 983.2    | -6.3                | -66.4    |
| Fruits              | 3,501.7         | 3,433.5  | 3,549.5  | 3,833.5  | 4,080.8  | 6.5                 | 247.3    |
| Nuts                | 1,131.4         | 1,232.8  | 1,489.9  | 1,887.3  | 2,417.6  | 28.1                | 530.3    |
| Vegetables          | 4,511.2         | 4,545.3  | 4,667.7  | 5,213.3  | 5,606.1  | 7.5                 | 392.8    |
| Live animals & meat | 6,293.2         | 6,098.5  | 6,279.7  | 4,417.5  | 4,924.0  | 11.5                | 506.4    |
| Hides               | 1,932.9         | 1,777.3  | 1,785.4  | 1,763.3  | 1,746.0  | -1.0                | -17.3    |
| Poultry             | 2,518.6         | 2,280.1  | 2,103.7  | 2,519.2  | 3,011.4  | 19.5                | 492.2    |
| Fats & oils         | 320.0           | 428.0    | 539.4    | 574.1    | 477.3    | -16.9               | -96.8    |
| Dairy               | 1,120.9         | 1,031.4  | 1,030.2  | 1,325.0  | 1,743.5  | 31.6                | 418.5    |
| Feeds & Fodders     | 2,143.7         | 1,950.5  | 1,998.6  | 2,032.2  | 2,201.6  | 8.3                 | 169.4    |
| Seeds               | 727.1           | 833.3    | 802.9    | 865.4    | 915.4    | 5.8                 | 50.0     |
| Other               | 6,067.0         | 6,152.6  | 6,189.5  | 6,559.2  | 6,922.2  | 5.5                 | 363.0    |
| United States total | 52,698.2        | 53,291.2 | 55,986.7 | 62,368.0 | 62,369.3 | 0.0                 | 1.3      |

Source: Compiled by ERS using data from National Agricultural Service and Bureau of the Census, U.S. Department of Commerce