

U.S. Agricultural Trade Update— State Exports

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California, Iowa, Texas, and Illinois Remain Top U.S. Agricultural Exporting States in Fiscal 2006

Abstract

U.S. agricultural exports reached a record in fiscal 2006 at \$68.7 billion, some \$6.2 billion higher than the record set in fiscal 2005. California, Iowa, Texas, and Illinois continued their reign as top exporting States; while Minnesota dropped to seventh position behind Nebraska and Kansas. North Carolina joined the top-10, displacing North Dakota at the number nine position. Feed grain exports moved ahead of soybean exports, with Iowa and Illinois dominating in those markets. California continued to dominate vegetables, fruits, tree nuts, seeds, and dairy products.

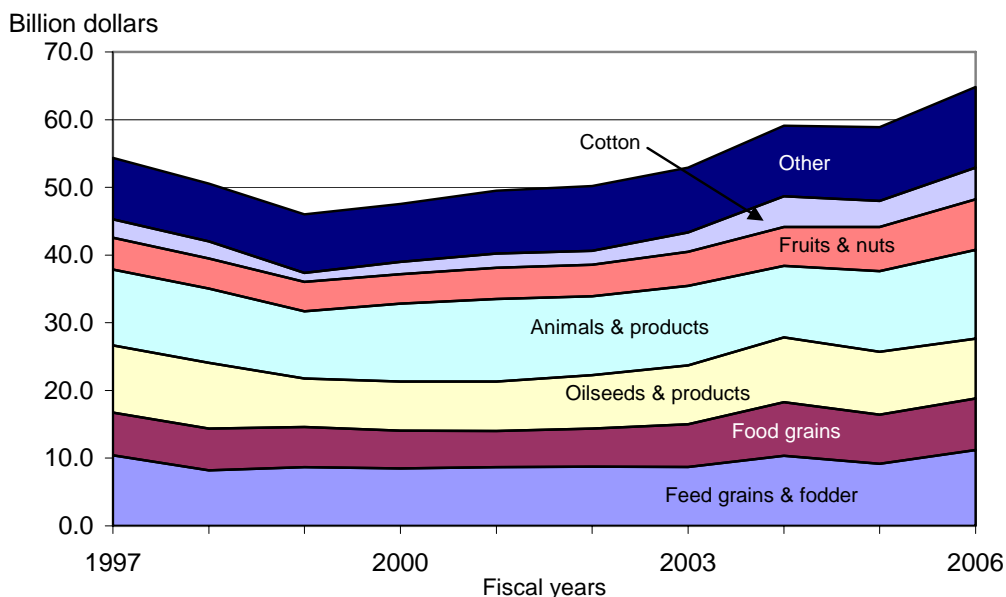
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U.S. agricultural exports by commodity group



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

Commodity Overview

Feed grains became the largest valued agricultural export commodity in 2006 at \$8.7 billion—growing some \$2 billion over fiscal 2005. Nearly all of this growth is related to corn as export values grew from \$4.7 billion in fiscal 2005 to \$6.2 billion in 2006. While corn export value is up 32 percent, the increase is not just price related; the volume of corn shipped is also up nearly 25 percent over 2005.

Soybeans and products dropped to the second largest valued U.S. agricultural export at \$8.3 billion—down roughly 6 percent from 2005. Shipments of soybean meal grew by 10 percent from 2005 to 2006 while soy oil shipments grew by 70 percent during that period.

The export value for wheat and products is up 5 percent over 2005 at \$6.2 billion. This increase is largely due to wheat products as the value of wheat exports is largely unchanged from 2005 to 2006. Wheat shipments are down roughly 5 percent from 2005. Wheat remains the third largest U.S. agricultural export group in fiscal 2006.

Concerns about market access continue to challenge global meat trade. Beef exports from the United States to Japan and South Korea have yet to fully resume, although trade with other markets has been restored. As a result, live animal and product export values are up 19 percent over 2005. Beef and veal exports are still about half the 2003 level but are up 70 percent over 2005. The combination of high hog prices, resulting from strong export demand as pork substitutes for beef, and strong export demand for lamb and other animal products has raised export values for live animals and meat by more than \$900 million since 2005. Poultry exports are down slightly from 2005 to 2006. Dairy exports rose 4 percent from 2005 levels, continuing their increase.

Cotton exports are up nearly 20 percent from 2005 levels to nearly \$4.7 billion. Higher prices account for most of the increase as shipments rose less than 10 percent. Exports to China accounted for roughly half of the volume of U.S. cotton exports in 2006—up from one-third in 2005.

The 2006 export value for fruits and preparations rose to \$4.6 billion, up \$485 million from fiscal 2005. Most of the increase for this category is for fruit (up \$360 million from 2005); fruit juice exports rose \$126 million from 2005 to 2006.

Vegetables and preparations rose \$273 million from 2005 to 2006 to \$3.9 billion. Most of the increase was in processed vegetables. Dried beans, peas, and lentils rose \$86 million, frozen vegetables rose \$71 million. Fresh vegetables rose \$62 billion from 2005 to 2006.

State Rankings

California remained the top exporting State in fiscal 2006, far surpassing all others; its \$10.5 billion of agricultural exports is up 11 percent, or nearly \$1 billion, from 2005. California accounts for 15 percent of the total value of all U.S. agricultural exports. The State leads the country in exports of vegetables, fruits, 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 three-fourths of California’s other product exports are wine and nursery and greenhouse products.

Iowa remains the second ranked U.S. exporting State, with total agricultural exports valued at \$4 billion—accounting for 6 percent of all U.S. agricultural exports—but less than half the total agricultural export value for California. The \$200-million increase is largely due to higher values for feed grains and live animal and meat exports; however, soybean exports are lower. Feed grain exports rose \$320 million, while soybean exports fell \$193 million. Iowa led the Nation’s exports of feed grains, soybeans, 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. corn exports.

Texas was a close third, with 2006 agricultural exports valued at \$3.8 billion. This is up \$109 million from 2005 levels. Increasing export values for live animals and meat and hides and skins are partly offset by declines in cotton export values. Live animal and meat exports rose \$140 million from 2005 to 2006, hides rose \$33 million. At the same time, cotton continued the decline from 2004, falling by \$95 million from 2005 to 2006. Nevertheless, Texas 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 nearly equal to that of Texas. The 2006 export value for Illinois rose to \$3.787 billion, mostly from feed grain and soybean exports. Illinois is the second ranked exporting State for soybeans and feed grains, slightly behind Iowa in each. Illinois accounted for 16 percent of the value of U.S. feed grain exports in 2006 and 15 percent of U.S. soybean exports.

Nebraska moved up to fifth place. Their export value is up \$425 million from 2005 to 2006, largely from increases in feed grains and live animals and meats. Exports of feed grains grew \$188 million from 2005 to 2006, live animal and meat exports are up \$163 million. Nebraska, Kansas, and Texas continue to lead the Nation’s exports of hides and skins and animal fats.

Kansas fell to sixth position in 2006, but only \$40 million behind Nebraska. Kansas continued to be the leading wheat-exporting State with its wheat exports growing by \$164 million, or 22 percent. Kansas remains well ahead of Texas in exports of feeds and fodders in 2006, accounting for 18 percent of all U.S. feed and fodder exports. Kansas feed and fodder exports grew by \$43 million from 2005 to 2006, while Texas feed and fodder exports were essentially unchanged.

Minnesota fell back to seventh place in 2006—moving behind Nebraska and Kansas. Feed grain exports saw the largest increase, \$157 million, while rising

export values for live animals (up \$27 million) and vegetables (up \$20 million) were largely offset by declining soybean exports (down \$43 million).

Washington, North Carolina, and Indiana complete the list of the top-10 ranking States. North Carolina enters the top-10 by trading places with North Dakota, rising from 12th place in 2005. Washington ranked second in vegetables and fruits. North Carolina is the leading tobacco exporting state, accounting for 38 percent of U.S. exports, and the third-ranked State for poultry exports. Indiana ranked fourth in soybean exports and fifth in feed grain exports; Arkansas continues to lead U.S. rice exports. While Arkansas led the Nation in poultry exports in 2005, Georgia reclaimed its former first place position in 2006. Georgia continues to account for half of U.S. peanut exports; North Dakota is the leading exporter of sunflower seeds and oil. The top 10 exporting States accounted for 55 percent of total agricultural exports in 2006, down from 56 percent in 2005.

Among the next 10 exporting States, Arkansas continued to lead rice exports with California and Louisiana ranking second and third, respectively. The Arkansas was almost double that of California. Georgia took the lead position in poultry and peanuts. For poultry, Arkansas was second by \$13 million, and North Carolina was third by \$25 million. For peanuts, Georgia's export value was nearly 3 times that of Texas and Alabama, the second and third ranked States, respectively. Arkansas and Georgia were the second and third largest cotton-exporting States; Arkansas and Mississippi were second and third largest cottonseed-exporting States. North Carolina surpassed Kentucky as the leading tobacco-exporting State, but Kentucky was far ahead of third-ranked Tennessee. With hurricane damage continuing to inhibit production, Florida was third largest behind California and Washington in fruit exports.

Michigan and Kentucky traded places—Michigan joined the top 20 at 19th position while Kentucky dropped to 21st position. The top 20 States accounted for 77 percent of agricultural exports in 2006 as they did in 2005.

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. Department of Homeland Security'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 USDA's 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 a 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 [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 U.S. 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. These estimates are based on origin of movement, not production location. Consequently, compared with ERS's estimates, those estimates for agricultural commodities, tend to inflate the relative exports of port States and undercount those of inland States, where farm commodities often originate. For a complete discussion of the origin of movement series see [State Export Data Series](#).

Contacts and Links

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Data

Monthly and year-to-date U.S. agricultural trade (FATUS and HTS) data are on USDA's Foreign Agricultural Service website <http://www.fas.usda.gov/ustrade/>. Click on FATUS imports or FATUS exports.

Fiscal and calendar year FATUS data tables and frequently asked questions and answers are at <http://www.ers.usda.gov/data/fatus>.

Related Websites

Articles and general information about U.S. agricultural trade are at <http://www.ers.usda.gov/briefing/agtrade>.

The Foreign Agriculture Service of USDA provides additional information on U.S. agricultural trade policy (<http://www.fas.usda.gov/ustrade.asp>), import programs (<http://www.fas.usda.gov/importprograms.asp>), and exporter services (http://www.fas.usda.gov/agx/exporter_assistance.asp).

Census Bureau, U.S. Department of Commerce, <http://www.census.gov/ftp/pub/foreign-trade/www/>, provides a description of and guide to total U.S. trade, as well as the U.S. HTS export classifications (Schedule B), and much other information about U.S. trade data.

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U.S. agricultural exports, by leading States: Estimated value by commodity group, FY 2006

Commodity group	United States	Leading 10 States, by value									
		1	2	3	4	5	6	7	8	9	10
		Million dollars									
Total	68,720.6	CA	IA	TX	IL	NE	KS	MN	WA	NC	IN
		IA	IL	NE	MN	IN	KS	OH	WI	MO	TX
Feed grains and products	8,689.7	1,533.5	1,378.8	963.5	827.4	657.0	557.6	368.0	303.2	290.1	259.7
		IA	IL	MN	IN	NE	OH	MO	SD	ND	AR
Soybeans and products	8,296.1	1,327.2	1,255.2	830.1	739.0	651.8	565.0	505.3	340.6	312.2	279.6
		KS	ND	MT	WA	OK	SD	TX	MN	ID	OH
Wheat and products	6,187.4	912.0	698.9	451.7	314.2	300.4	283.3	281.9	241.0	215.9	215.3
		IA	NE	KS	TX	IL	NC	MN	KY	IN	CA
Live animals and meat	5,841.9	969.6	665.8	449.8	421.1	365.9	350.0	336.0	276.8	232.3	179.0
		TX	AR	GA	MS	CA	TN	NC	LA	MO	AL
Cotton and linters	4,676.4	1,246.6	536.2	495.6	447.4	394.2	290.5	272.9	263.5	209.2	143.3
		CA	WA	FL	OR	MI	NY	TX	HI	AZ	PA
Fruit and preparations	4,585.2	2,354.8	832.9	589.2	146.7	97.6	84.4	70.5	49.9	39.3	31.4
		CA	WA	ID	ND	FL	WI	MN	MI	OR	AZ
Vegetables and preparations	3,905.1	1,528.0	413.0	313.3	206.7	157.1	143.1	138.0	114.3	112.2	105.0
		GA	AR	NC	AL	MS	TX	IN	CA	VA	SC
Poultry and products	2,986.1	319.1	306.5	281.8	247.3	200.7	155.8	115.4	96.7	86.4	83.2
		CA	OR	NM	GA	TX	LA	AZ	OK	HI	AL
Tree nuts	2,925.9	2,729.9	44.9	35.6	30.9	27.8	14.7	10.8	10.8	7.9	4.6
		KS	TX	NE	IA	MN	IL	CO	ND	CA	PA
Feeds and fodders	2,492.8	444.4	301.5	222.4	146.5	103.3	77.8	73.3	71.7	66.0	65.5
		KS	NE	TX	WI	CO	CA	UT	MN	IA	WA
Hides and skins	1,977.5	382.2	376.5	314.8	141.4	120.0	82.0	75.9	59.7	59.3	57.2
		CA	WI	NY	ID	PA	MN	NM	TX	MI	WA
Dairy products	1,819.6	390.7	232.9	121.0	109.4	107.7	83.2	75.9	71.8	70.9	54.9
		AR	CA	LA	MO	MS	TX	na	na	na	na
Rice	1,428.4	660.9	380.2	135.8	91.5	88.2	71.8	na	na	na	na
		NC	KY	TN	VA	SC	PA	na	na	na	na
Tobacco, unmanufactured	1,058.3	407.2	295.4	63.5	59.4	58.9	58.1	na	na	na	na
		CA	OR	ND	AZ	KS	FL	IN	GA	WA	MI
Seeds	876.8	213.8	101.9	56.4	38.8	38.3	36.1	29.0	25.8	23.5	23.0
		NE	KS	TX	CO	WI	CA	IA	IL	MN	WA
Animal fats	478.0	97.7	97.2	80.0	28.1	22.0	21.5	19.9	15.7	13.7	12.6
		GA	TX	AL	FL	NC	SC	OK	VA	MS	na
Peanuts and products	224.4	102.1	34.7	26.3	19.4	17.4	11.2	4.3	3.2	3.1	na
		ND	SD	KS	MN	CO	NE	TX	na	na	na
Sunflowerseed and oil	191.8	99.7	39.1	15.0	13.4	9.7	5.6	1.9	na	na	na
		TX	AR	MS	GA	CA	TN	NC	LA	MO	AL
Cottonseed and products	123.7	34.8	14.5	12.3	11.8	9.0	7.4	7.0	6.7	6.0	3.9
		CA	FL	PA	IL	WA	OR	TX	OH	ND	NC
Other	9,955.3	1,830.0	705.3	483.0	448.1	391.1	373.1	345.1	306.1	273.7	246.6

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 Census Bureau, U.S. Department of Commerce.

State agricultural exports: Estimated value, million dollars, FY 2002-2006

	FY 2002	FY 2003	FY 2004	FY2005	FY2006
United States	53,319	56,014	62,409	62,516	68,721
California	6,756	7,462	8,649	9,405	10,475
Iowa	3,524	3,170	3,931	4,031	4,211
Texas	3,266	3,393	3,881	3,696	3,805
Illinois	3,078	3,254	3,767	3,322	3,787
Nebraska	2,935	3,259	2,997	2,836	3,261
Kansas	2,836	2,928	3,311	2,787	3,221
Minnesota	2,541	2,427	2,542	2,770	2,977
Washington	1,746	1,802	1,803	2,019	2,227
North Carolina	1,490	1,512	1,791	1,804	2,045
Indiana	1,524	1,614	1,976	1,867	2,044
Arkansas	1,275	1,563	1,765	1,733	1,912
North Dakota	2,041	1,741	1,756	1,726	1,882
Ohio	1,222	1,496	1,624	1,588	1,716
Florida	1,466	1,470	1,607	1,572	1,699
Wisconsin	1,253	1,257	1,172	1,320	1,500
Missouri	1,099	1,181	1,555	1,298	1,461
Georgia	928	1,047	1,113	1,136	1,356
Pennsylvania	967	1,100	1,099	1,168	1,354
Michigan	876	912	942	1,009	1,161
South Dakota	916	952	1,270	1,231	1,157
Kentucky	863	923	952	1,082	1,091
Oregon	763	790	908	910	1,000
Mississippi	706	866	1,027	926	950
Tennessee	650	773	839	820	924
Idaho	803	816	820	878	911
Colorado	890	851	840	712	852
Oklahoma	610	610	867	839	754
New York	480	512	541	583	671
Louisiana	425	545	561	569	641
Montana	297	393	465	534	590
Virginia	483	486	594	589	588
Alabama	430	473	561	574	572
Arizona	402	450	468	447	520
South Carolina	309	365	430	381	482
Maryland	244	276	302	288	313
Utah	248	260	235	245	304
New Mexico	139	139	185	215	248
New Jersey	161	173	189	194	219
Massachusetts	129	139	173	162	167
Delaware	113	116	130	143	145
Connecticut	91	75	91	88	98
Maine	66	67	70	78	96
Hawaii	74	81	89	95	96
Wyoming	43	44	43	48	53
Nevada	46	36	41	48	44
Vermont	30	35	42	42	42
West Virginia	38	36	38	41	42
New Hampshire	15	15	19	18	20
Rhode Island	8	8	11	11	11
Alaska	3	3	3	3	4

Order based on fiscal 2006 rank.

Fiscal years = October 1-September 30.

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

Value of U.S. agricultural exports by commodity group, 2002-06

	FY 2002	FY 2003	FY 2004	FY 2005	FY 2006	Change from 2005-06	
	Million dollars					Percent	\$ mil
Wheat	4,793.6	5,312.2	6,631.9	5,886.3	6,187.4	5.1	301.1
Rice	832.7	1,021.3	1,307.2	1,355.6	1,428.4	5.4	72.8
Feed grains	6,795.6	6,684.3	8,290.9	6,968.4	8,689.7	24.7	1721.3
Soybeans	7,332.1	8,269.8	9,059.3	8,805.8	8,296.1	-5.8	-509.7
Sunflowerseed	218.2	117.4	170.1	143.5	191.8	33.6	48.3
Peanuts	258.3	187.7	219.1	217.5	224.4	3.2	7.0
Cotton	2,051.6	2,853.7	4,534.2	3,879.5	4,676.4	20.5	796.9
Cottonseed	97.5	102.7	108.5	97.0	123.7	27.6	26.8
Tobacco	1,148.4	1,001.2	1,049.6	988.4	1,058.3	7.1	69.9
Fruits	3,451.6	3,555.7	3,841.9	4,099.5	4,585.2	11.8	485.6
Nuts	1,232.8	1,489.9	1,887.3	2,429.3	2,925.9	20.4	496.6
Vegetables	3,120.5	3,097.8	3,291.3	3,631.9	3,905.1	7.5	273.2
Live animals & meat	6,098.5	6,279.7	4,417.5	4,922.6	5,841.9	18.7	919.3
Hides	1,777.3	1,785.4	1,763.3	1,748.1	1,977.5	13.1	229.5
Poultry	2,280.1	2,103.7	2,519.2	3,028.7	2,986.1	-1.4	-42.6
Fats & oils	428.0	539.4	574.1	479.4	478.0	-0.3	-1.4
Dairy	1,031.4	1,030.2	1,325.0	1,744.5	1,819.6	4.3	75.1
Feeds & Fodders	1,950.5	1,998.6	2,032.2	2,210.6	2,492.8	12.8	282.2
Seeds	833.3	802.9	865.4	916.3	876.8	-4.3	-39.5
Other	7,587.4	7,780.4	8,520.9	8,963.4	9,955.3	11.1	991.9
United States total	53,319.3	56,014.0	62,408.8	62,516.2	68,720.6	9.9	6204.3

Note: In the fall of 2006, major changes were made to commodity groupings to align the USDA databases. Most of the change involved moving pulses, certain prepared or preserved vegetables, and other miscellaneous horticultural products. This greatly reduced the value for vegetables and increased the value for other. Historic data in this table have been revised to incorporate that change. Specific changes are documented online at www.fas.usda.gov/ustrade under commodity grouping changes.

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