

International Agribusiness Center

2022 Export Highlights — Full Year Results

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Highlights

Wisconsin food, forestry and agriculture product exports set a record in 2022, according to U.S. Census trade data. Exports were shipped to 142 countries totaling nearly \$4.22 billion — a 7% increase from the previous record in 2021. U.S. agricultural exports totaled more than \$220 billion in 2022, up 10% from the previous year.

As global markets evolve from COVID-19, demand is driving export growth in several markets and logistics challenges are decreasing. Following the fourth quarter of 2022, Wisconsin ranks 12th in the nation for agricultural exports.

It is possible that a slowing of growth in exports is due to inflation in several key markets, the ongoing conflict in Ukraine, and adverse weather conditions from droughts to flooding. The Feb. 23, 2023, USDA Outlook for Agricultural Trade report projects an overall 3% decline in key U.S. agricultural commodity exports in 2023. The report includes Wisconsin products such as grains, meats, dairy and ethanol.

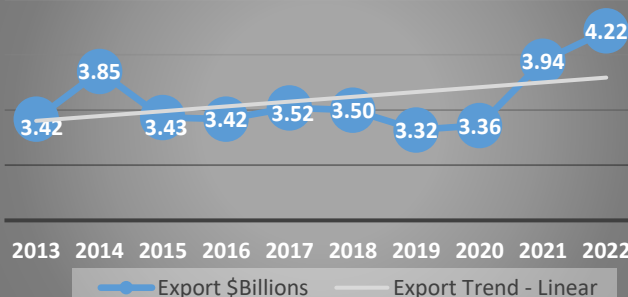
Top Markets: Wisconsin's top five markets are Canada, China, Mexico, Korea and Japan, comprising nearly 68% of total exports. Canada, Mexico and Korea showed double-digit increases in 2022, while Japan remained unchanged from 2021. Exports to China were down double digits, due in part to tariffs and COVID-19 lockdowns in major cities. Japan continues to be more adversely affected by the strong dollar compared with other global markets.

Top Products: The top 10 individual products (by Harmonized System code) exported from Wisconsin make up more than two-thirds of all exports, totaling more than \$2.85 billion. Seven of the top 10 gained in 2022, with five showing double-digit growth. Prepared vegetables and meat preparations were both down double digits. The top five products, highlighted in the chart on the right, represent nearly 49% of the Wisconsin export total.

In 2022, Wisconsin was first in the U.S. for the export of specialty cheeses, ginseng roots, prepared/preserved cranberries, mink, bovine semen, prepared/preserved sweet corn and sausages.

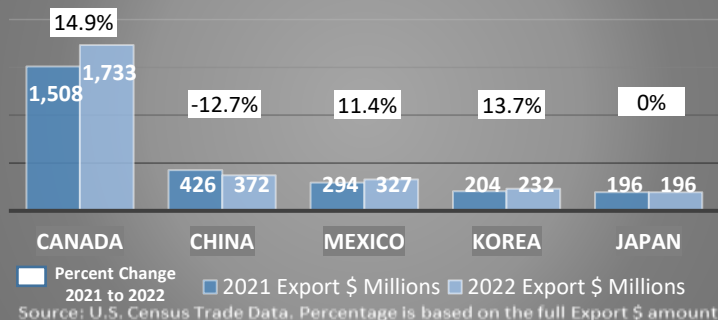


Wisconsin Agricultural Exports 2013-2022
Amount \$ Billions



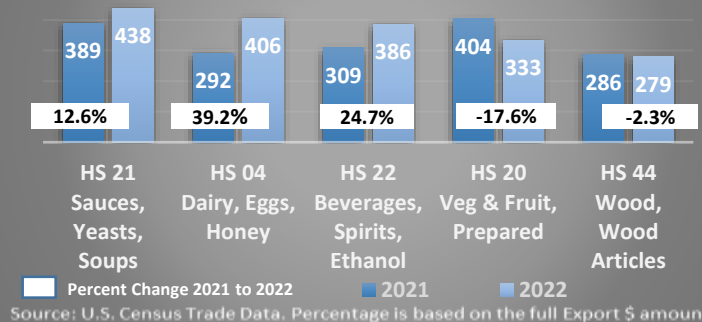
Source: U.S. Census Trade Data. Percentage is based on the full Export \$ amount

Wisconsin Exports Top 5 Markets
All Agricultural Products, \$ Millions



Source: U.S. Census Trade Data. Percentage is based on the full Export \$ amount

Wisconsin Top 5 Product Export
by Harmonized System Category, \$Millions



Source: U.S. Census Trade Data. Percentage is based on the full Export \$ amount

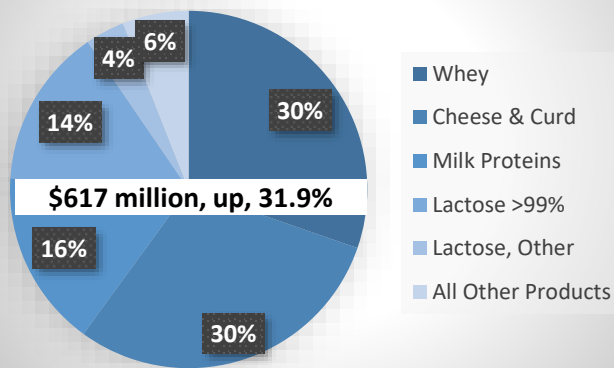


Product Group Highlights

The 2022 full year export of \$4.22 billion in food, forestry, and agricultural products is tracked by three major product groups:

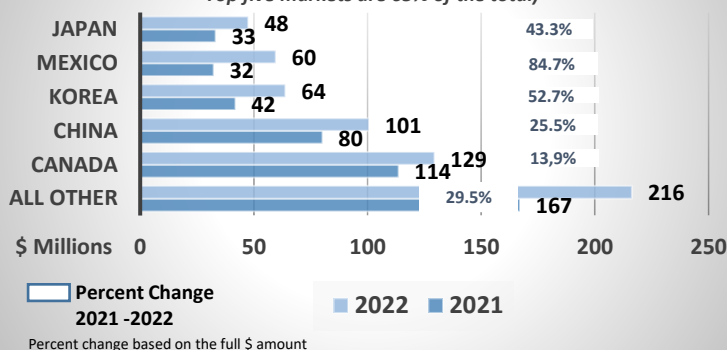
- **Dairy:** cheese, whey, latose, and milk proteins — **14%** of all food, forestry, and agricultural exports.
- **Meat:** livestock, genetics, hides, and furs — **19%** of all food, forestry, and agricultural exports.
- **Crop:** grains, forestry, processed foods, and beverages — **67%** of all food, forestry, and agricultural exports.

Dairy Product Group Exports - Top 5 Products (The top 5 products are 94% of the total)

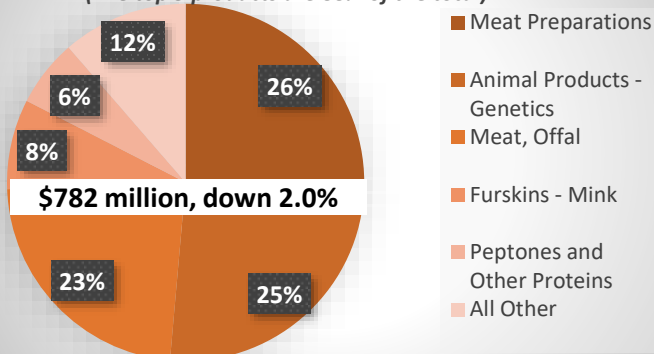


Dairy Group Export - Top 5 Countries

(Group Exports up 31.9% or \$149 million.
Top five markets are 65% of the total)

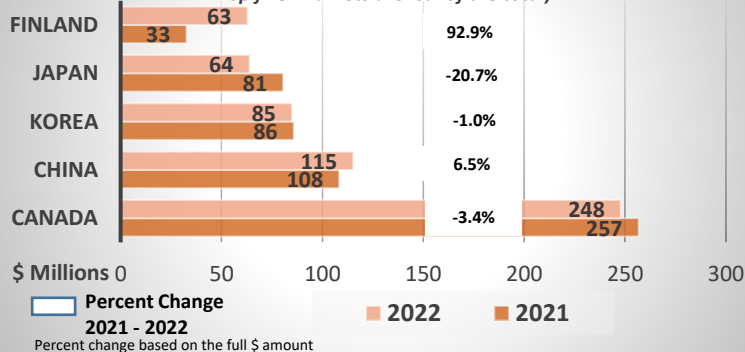


Meat Group Exports - Top 5 Products (The top 5 products are 88% of the total)

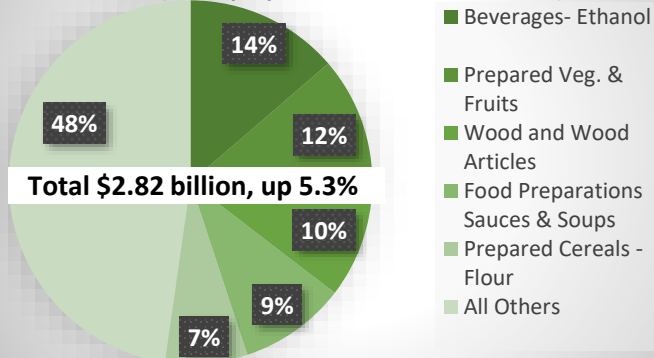


Meat Group Exports - Top 5 Markets

(Group exports down 2.1% or \$16 million.
Top five markets are 73% of the total)

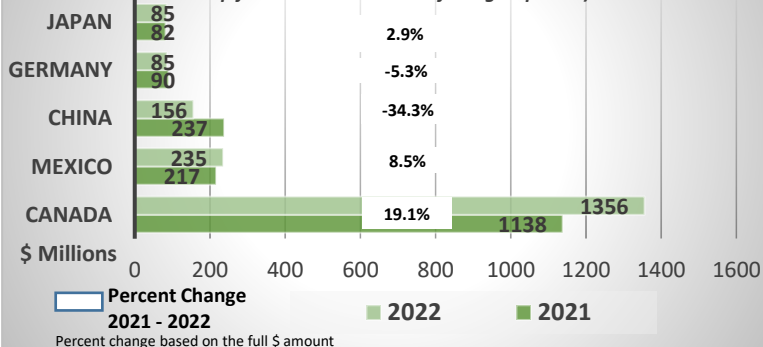


Crop Group Exports - Top 5 Products (The top 5 products are 52% of the total)



Crop Group Exports - Top 5 Markets

(Group exports up 5.2% or \$141 million
Top five markets are 68% of the group total)



Source for all information: U.S. Census Trade Data