



## Illinois Top Soybean Exporter

### *Weak U.S. Dollar Boosts Exports*

Fiscal 2004 agricultural exports were just over \$62 billion, exceeding the previous record set in 1996. Several factors, including a weaker U.S. dollar relative to currencies of OECD countries, contributed to the increased competitiveness of U.S. agricultural exports. This, combined with modest economic recovery throughout the world, boosted demand for U.S. agricultural products.

Soybeans and products remained the largest valued U.S. agricultural export at \$9 billion. Demand from China and South Korea has grown steadily since 2003 while prices have fallen.

Cotton exports were up nearly 60 percent from 2003 levels with strong global demand. Exports to China rose to \$1.7 billion in fiscal 2004 from \$431 million in fiscal 2003 as volume increased dramatically.

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 Thailand and Vietnam. Beef exports from the U.S. to Japan were halted and total beef export values are down 33 percent from fiscal 2003. Consequently, beef exports in Nebraska, Kansas, and Texas fell to about a third of their 2003 levels. As a result, live animal and meat exports have dropped from the third largest export group to the sixth. In contrast, dairy exports rose 30 percent over 2003 levels. Hog prices have risen as a result of very strong export demand (as pork is substituted for beef), strong domestic demand for animal proteins, and relatively high domestic beef prices.

Wheat export values are up 30 percent over last year at \$6.6 billion. This \$1.2 billion increase makes wheat the third largest U.S. agricultural export group in fiscal 2004. China became a major importer of U.S. wheat, taking 2.5 million metric tons in fiscal 2004 compared with 188,000 in 2003. Exports to Egypt were up by more than a million metric tons as well.

### *California Still Top Ranked Export State*

California remained the top exporting State in fiscal 2004, far surpassing all others; its \$9.2 billion of agricultural exports is up almost 13 percent, or \$1 billion, from 2003. California accounts for nearly 15 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, except dairy products, are 2-3 times higher than the next closest State. Nearly half of California's "other product" exports comes from wine with the rest primarily from essential oils and nursery and greenhouse products.

There was little difference in value of exports between Iowa and Illinois. Iowa, the second ranked U.S. exporting State, had total agricultural exports valued at \$3.67 billion—an increase of \$25 million (up less than 1 percent over 2003). Illinois was a close third, with 2004 agricultural exports valued at \$3.65 billion—up \$450 million, 15 percent, above 2003 levels.

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 surpass Nebraska, Kansas, and Texas in meat exports. Iowa continues to dominate exports of corn.

Illinois reclaimed its title as the lead soybean-exporting State, surpassing Iowa by \$135 million as volume increased in 2004. Illinois accounted for 15 percent of the value of U.S. soybean exports.

Texas ranked close behind Illinois with 2004 agricultural exports valued at \$3.63 billion—down \$55 million from fiscal 2003. Restrictions on beef and cattle exports, due to fears about BSE, were a major reason for the decline. Nevertheless, the State continued to dominate U.S. exports of cotton and cottonseed with values more than double those of the nearest State. Texas also led in exports of feeds and fodders, surpassing Kansas by \$58 million.

As in 2003, Nebraska and Kansas remained the fifth and sixth ranking agricultural exporting States. Animal disease problems lowered exports of animal products from these States as well as Texas, but these three States continued to lead the nation's exports of hides and skins and animal fats. Kansas continued to be the leading wheat export State with its wheat exports growing by 50 percent.

Minnesota, Arkansas, North Dakota, and Washington complete the list of top-10 ranking States. Arkansas moved into 8<sup>th</sup> place pushing Indiana into 11<sup>th</sup> place. Arkansas continues to lead U.S. rice exports; North Dakota leads sunflowerseed and oil exports. Washington ranked second in vegetables and preparations and third in fruits and preparations. Minnesota ranked third in soybean exports.

The 11<sup>th</sup> through 20<sup>th</sup> ranking states are Indiana, North Carolina, Ohio, Missouri, Wisconsin, Florida, Georgia, South Dakota, Mississippi, and Pennsylvania. In 2004, Georgia continued to dominate exports of poultry and products with Arkansas and North Carolina ranking second and third, respectively. Peanuts and products exports were dominated by Georgia and Texas. Mississippi and Georgia were the second and third largest cotton- and cottonseed-exporting states. Tobacco exports continue to be led by North Carolina with Kentucky a close second.

Citrus fruit continued to be an important export for Florida. In spite of the damaging 2004 hurricane season that drastically lowered production, Florida remained second behind California in fruit exports.

The top 10 exporting States accounted for 55 percent of total agricultural exports in 2004, up from 43 percent in 2003. The top 20 states accounted for 77 percent of all agricultural exports in 2004, rising from 64 percent in 2003.

## 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 from NASS are publicly available at [www.usda.gov/nass/](http://www.usda.gov/nass/). 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—Census, MISER, 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 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 now found at <http://www.ers.usda.gov/data/stateexports>.
- Monthly and year-to-date U.S. agricultural trade (FATUS and HTS) data are on the Foreign Agriculture Service's web site at <http://www.fas.usda.gov/ustrade/>.
- Frequently asked questions and answers and summary FATUS data tables are 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 2004

Commodity group	United States	Leading 10 States, by value									
		1	2	3	4	5	6	7	8	9	10
		Million dollars									
Total	62,297.3	CA	IA	IL	TX	NE	KS	MN	AR	ND	WA
		IL	IA	MN	IN	NE	OH	MO	SD	AR	ND
Soybeans and products	9,034.7	1,397.8	1,262.5	877.8	751.4	671.1	606.7	537.7	425.3	409.7	325.7
		IA	IL	NE	MN	IN	KS	TX	OH	SD	WI
Feed grains and products	8,104.4	1,369.5	1,340.2	876.6	718.0	580.1	401.5	356.6	353.6	329.0	272.3
		KS	ND	OK	MT	WA	MN	TX	SD	NE	OH
Wheat and products	6,621.5	1,149.4	749.8	420.2	355.0	325.5	313.2	271.0	264.7	227.7	224.2
		CA	WA	WI	MN	ID	OR	FL	MI	ND	AZ
Vegetables and preparations	5,187.6	2,429.8	522.3	275.5	257.9	250.3	158.3	145.4	137.0	128.9	85.3
		TX	MS	GA	CA	AR	NC	LA	TN	AL	MO
Cotton and linters	4,536.5	1,081.8	522.4	520.0	492.1	444.6	255.6	253.1	219.3	202.1	172.5
		IA	NE	KS	TX	NC	MN	IL	KY	IN	OK
Live animals and meat	4,420.3	725.0	520.8	343.2	327.1	255.2	250.2	247.0	197.2	164.3	127.2
		CA	FL	WA	OR	MI	NY	HI	TX	ME	AZ
Fruit and preparations	3,807.8	2,086.7	596.9	533.0	106.4	84.7	61.8	46.2	45.3	25.7	22.7
		GA	AR	NC	AL	MS	TX	IN	VA	CA	SC
Poultry and products	2,512.6	274.2	272.9	229.5	228.1	176.3	135.8	77.6	75.3	70.1	69.2
		TX	KS	NE	IA	MN	ND	MO	IL	CO	OK
Feeds and fodders	2,027.8	329.5	271.8	182.3	108.8	89.2	79.5	58.4	57.2	50.4	49.0
		CA	OR	GA	TX	NM	HI	AZ	LA	AL	MS
Tree nuts	1,887.8	1,731.4	39.8	28.5	26.6	20.9	10.7	8.6	7.6	3.0	2.7
		NE	KS	TX	WI	CO	CA	UT	IA	MN	PA
Hides and skins	1,766.8	350.4	322.3	279.8	115.1	110.6	64.2	57.4	55.9	54.8	51.9
		CA	WI	NY	PA	ID	MN	NM	MI	TX	WA
Dairy products	1,321.2	282.1	170.8	90.1	77.8	70.3	62.7	51.9	48.8	46.5	41.9
		AR	CA	LA	MS	TX	MO	na	na	na	na
Rice	1,318.3	588.5	355.9	154.9	90.9	68.1	60.1	na	na	na	na
		NC	KY	GA	SC	TN	VA	na	na	na	na
Tobacco, unmanufactured	1,049.5	382.2	266.0	80.8	80.3	73.5	49.1	na	na	na	na
		CA	OR	KS	IN	ND	NV	AZ	FL	MS	IA
Seeds	1,005.1	201.5	111.2	66.3	58.8	41.9	35.9	35.7	35.1	31.3	26.3
		NE	KS	TX	IA	CO	WI	CA	IL	MN	PA
Animal fats	574.2	114.4	101.1	87.0	34.7	34.6	24.9	21.6	20.6	19.3	17.1
		GA	TX	AL	FL	NC	SC	VA	OK	NM	na
Peanuts and products	218.7	93.9	39.8	28.6	18.7	18.3	5.8	5.3	5.3	3.1	na
		ND	SD	KS	MN	CO	TX	NE	na	na	na
Sunflowerseed and oil	170.0	96.9	29.2	13.1	9.0	7.5	4.5	3.7	na	na	na
		TX	MS	GA	AR	CA	LA	NC	AL	TN	MO
Cottonseed and products	108.2	26.2	12.6	11.9	11.2	11.0	5.9	5.7	5.3	5.1	4.5
		CA	FL	PA	ND	IL	WA	OR	MN	OH	TX
Other	6,624.1	1,078.4	368.7	337.9	318.0	315.8	310.1	212.1	156.6	153.2	125.3

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: ERS/USDA

## State agricultural exports: Estimated value, million dollars, FY 2000-2004

	FY 2000	FY 2001	FY 2002	FY 2003	FY 2004
United States	50,743.8	52,698.2	53,291.2	56,208.9	62,297.3
California	6,685.0	7,175.1	7,059.3	8,155.9	9,197.3
Iowa	3,123.6	3,010.0	3,161.8	3,651.1	3,676.3
Illinois	2,842.5	2,968.8	3,118.8	3,202.5	3,654.4
Texas	3,062.6	2,883.3	2,850.9	3,419.0	3,363.4
Nebraska	2,977.2	2,871.6	3,121.7	3,122.6	3,015.0
Kansas	3,175.1	2,982.7	3,030.1	2,974.7	2,928.0
Minnesota	2,285.8	2,330.3	2,229.3	2,699.2	2,891.2
Arkansas	1,234.8	1,187.0	1,211.7	1,444.5	1,900.1
North Dakota	1,121.0	1,465.5	1,661.8	1,555.7	1,891.9
Washington	1,557.1	1,817.7	1,780.7	1,912.3	1,886.7
Indiana	1,412.2	1,550.9	1,698.2	1,562.8	1,858.3
North Carolina	1,294.0	1,448.0	1,470.1	1,299.9	1,637.9
Ohio	1,159.6	1,274.3	1,305.0	1,189.7	1,572.0
Missouri	1,038.1	1,225.3	1,140.5	1,206.7	1,384.9
Wisconsin	1,293.5	1,317.5	1,277.6	1,407.8	1,369.2
Florida	1,289.4	1,246.6	1,274.5	1,299.0	1,358.7
Georgia	859.0	909.6	956.4	923.5	1,275.8
South Dakota	1,064.7	1,087.4	1,045.0	898.7	1,238.1
Mississippi	617.5	603.4	665.4	792.5	1,140.0
Pennsylvania	913.5	1,050.0	953.8	1,008.1	1,048.8
Kentucky	736.6	874.7	886.2	903.7	984.1
Michigan	856.7	819.7	766.1	892.4	919.0
Tennessee	488.7	561.8	617.4	661.8	861.0
Oregon	681.6	724.5	685.7	721.6	825.4
Oklahoma	553.0	543.6	568.6	619.4	808.2
Idaho	772.3	798.4	777.0	836.1	789.1
Colorado	964.2	902.4	926.4	870.8	762.2
Louisiana	432.2	403.4	397.3	475.8	661.4
Alabama	392.7	398.8	418.1	388.2	567.6
Virginia	454.2	485.8	475.1	444.8	510.7
New York	480.9	491.7	494.2	453.1	501.7
Arizona	394.0	414.2	392.2	453.3	460.4
Montana	352.5	318.8	281.6	392.9	436.0
South Carolina	265.9	308.5	311.9	250.7	386.1
Maryland	223.2	263.7	248.8	214.6	248.3
Utah	247.4	256.4	248.2	252.8	229.8
Massachusetts	117.4	106.2	114.2	126.1	157.6
New Mexico	128.4	117.2	137.5	136.7	155.4
New Jersey	124.6	146.2	143.0	146.5	152.0
Delaware	113.8	143.8	139.1	115.2	138.8
Hawaii	73.2	66.1	64.5	70.6	74.9
Maine	63.8	65.1	62.4	61.3	69.9
Connecticut	118.7	87.1	72.3	50.3	59.4
Nevada	39.6	36.7	42.3	34.5	53.4
Wyoming	51.8	49.4	45.9	36.0	47.4
Vermont	28.2	29.1	26.4	30.9	41.9
West Virginia	32.7	39.5	36.1	34.9	37.6
New Hampshire	9.2	9.5	8.6	8.1	10.7
Rhode Island	3.2	4.6	4.2	3.1	5.9
Alaska	0.9	0.9	1.0	1.0	1.0

Order based on fiscal 2004 rank.

Fiscal years = October 1-September 30.

Source:ERS/USDA