

OUT-TAKES: FROM IOWA AG TO GLOBAL TRENDS

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AG NEWS DAILY





Agricultural Exports Finish Strong in FY 2017

U.S. farm and food exports climbed eight percent in FY 2017, reaching the **third-highest** level on record.

Fiscal Year Totals

\$140.5 billion

U.S. agricultural exports in FY 2017, up \$10.9 billion from FY 2016

U.S. agriculture has posted an annual trade surplus for well over 50 years.

29%
over FY 2016

\$21.3 billion
FY 2017 agricultural trade surplus

Top Markets

| | |
|-----------------------|-------------------------------|
| China \$22.0 billion | Japan \$11.8 billion |
| Canada \$20.4 billion | European Union \$11.6 billion |
| Mexico \$18.6 billion | South Korea \$6.9 billion |

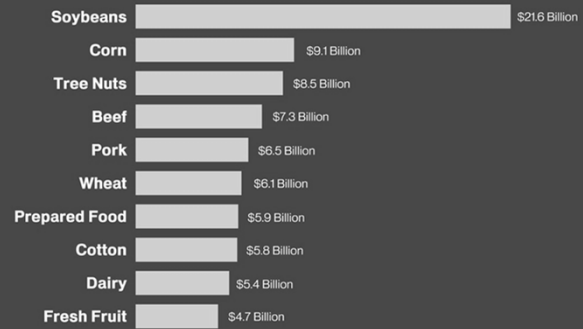


Top Trading Partners/Markets

1. China
2. Canada
3. Mexico
4. Japan
5. European Union
6. South Korea

- Soy \$21.6B
- Corn \$9.1B
- Tree Nuts \$8.5B
- Beef & Beef products \$7.3B
- Pork & Pork products \$6.5B
- Wheat \$6.1B
- Prepared Food \$5.9B
- Cotton \$5.8B
- Dairy & Dairy products \$5.4B
- Fresh & Processed Fruit \$4.7B

Top U.S. Agricultural Exports in 2017



Website: www.fas.usda.gov
Twitter: @USDAForeignAg

United States Department of Agriculture
Foreign Agricultural Service



EACH STATE'S BIGGEST IMPORT TRADING PARTNER



Top State Exports (2015)



Snapshot of Iowa Exports (2016/17)

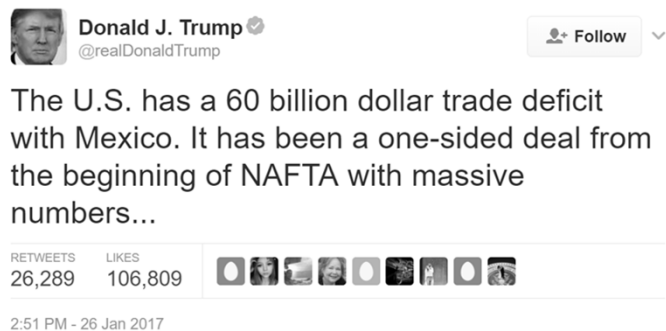
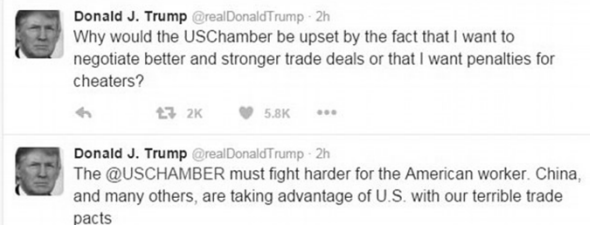
- #1 Pork: \$2B
- #1 Corn: \$1.75B
- #1 Feed Grain Exports: \$1.32B
- #2 Soybeans - \$3.11B
- #5 Feedlot operations





Current Industry outlook- Trade

- TPP
- NAFTA
- China
- Tariffs



India

United States Department of Agriculture
Foreign Agricultural Service

\$1.3 billion U.S. Agricultural Exports, 2016

Top 5 U.S. Exports

- 1 Tree Nuts (\$523 million)
- 2 Cotton (\$250 million)
- 3 Pulses (\$168 million)
- 4 Fresh & Processed Fruit (\$77 million)
- 5 Prepared Foods (\$33 million)

Export Growth

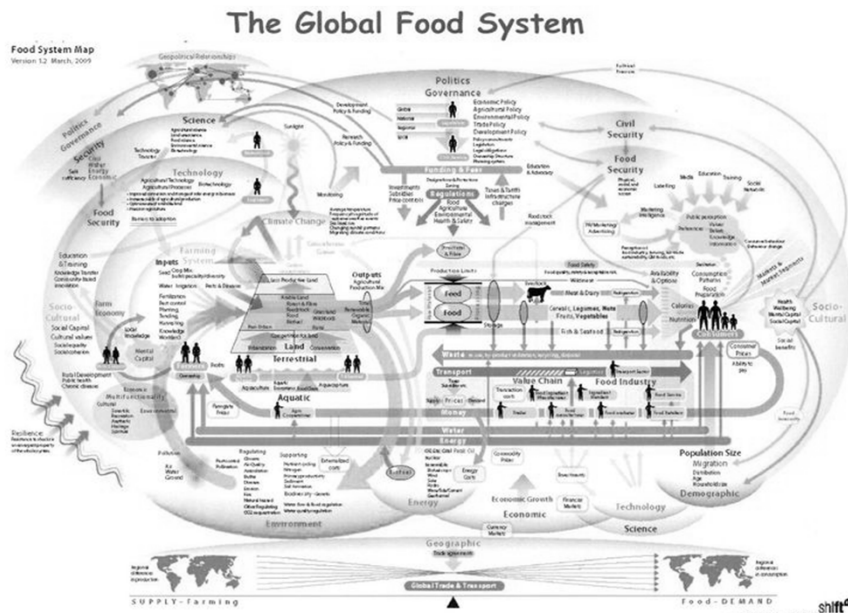
2006-2016
249% Increase
\$367 million

#17

Among U.S.
Agricultural Export
Markets, 2016

Source: FAS Global Agricultural Trade System (GATS) BICO HS-6

How local farmers play a role





Thank you!

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