

# Ag Trade



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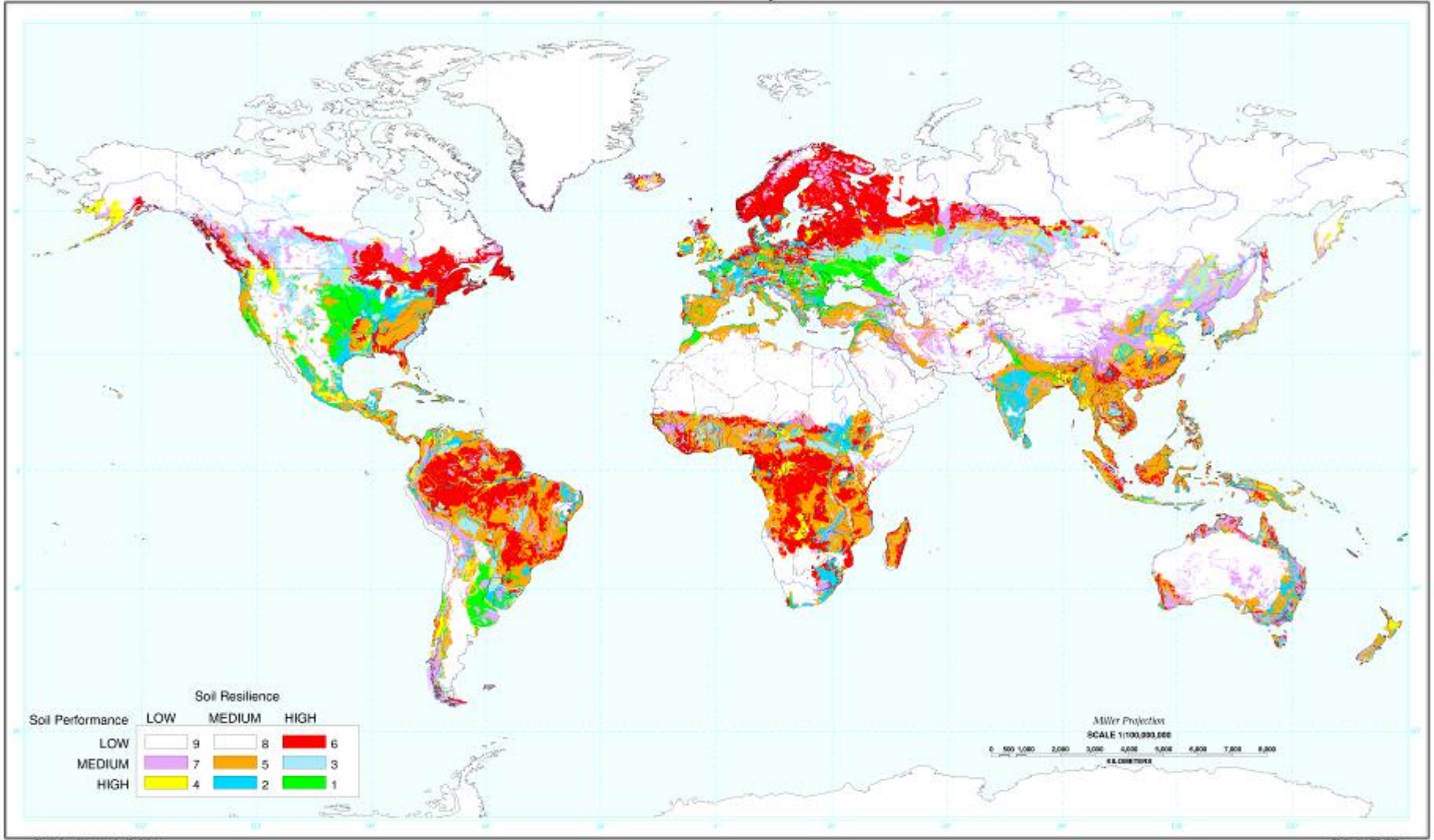
515-294-9911

# Arable Land

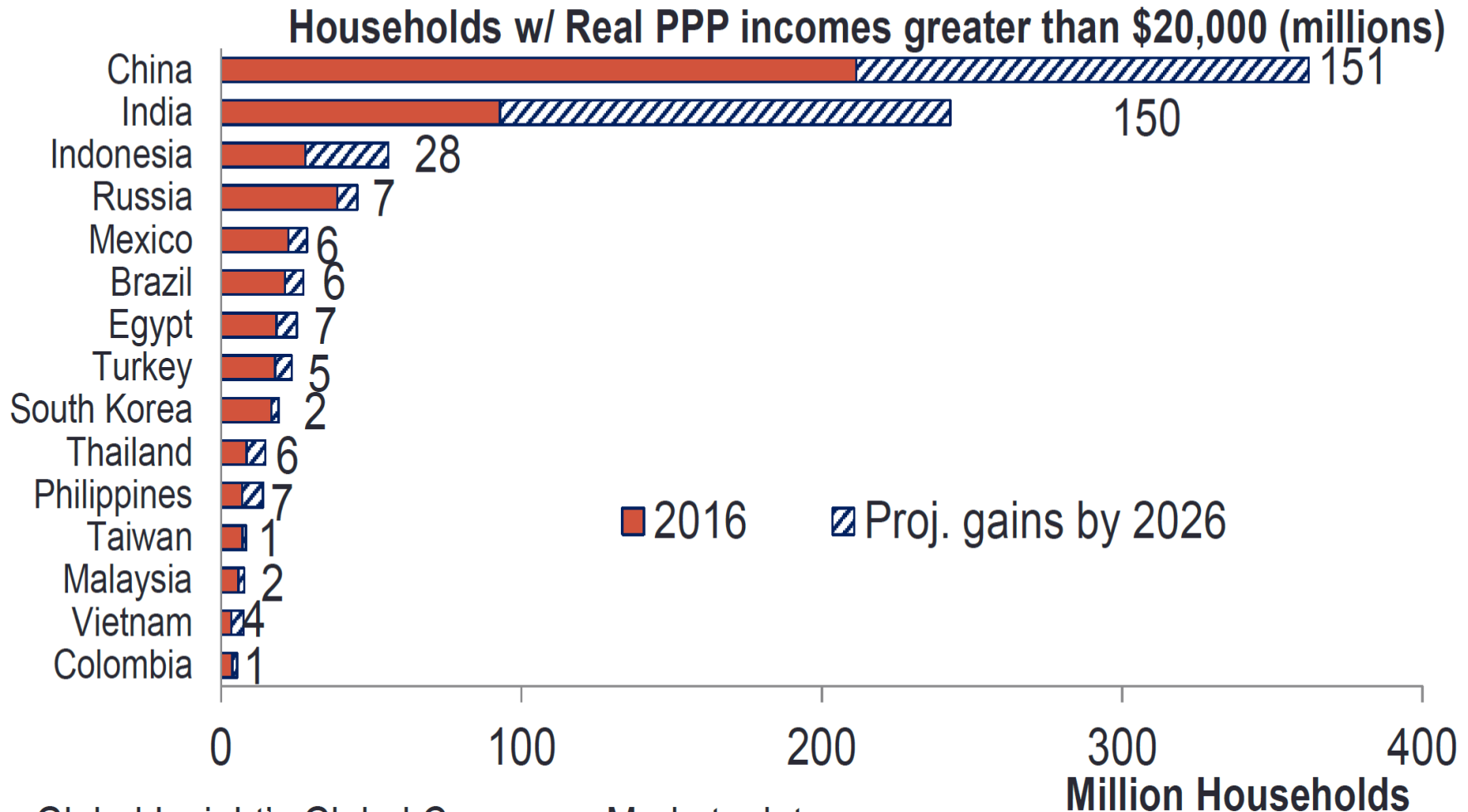
## Inherent Land Quality Assessment



U.S. Dept. of Agriculture  
Natural Resources Conservation Service  
Soil Survey Division  
World Soil Resources



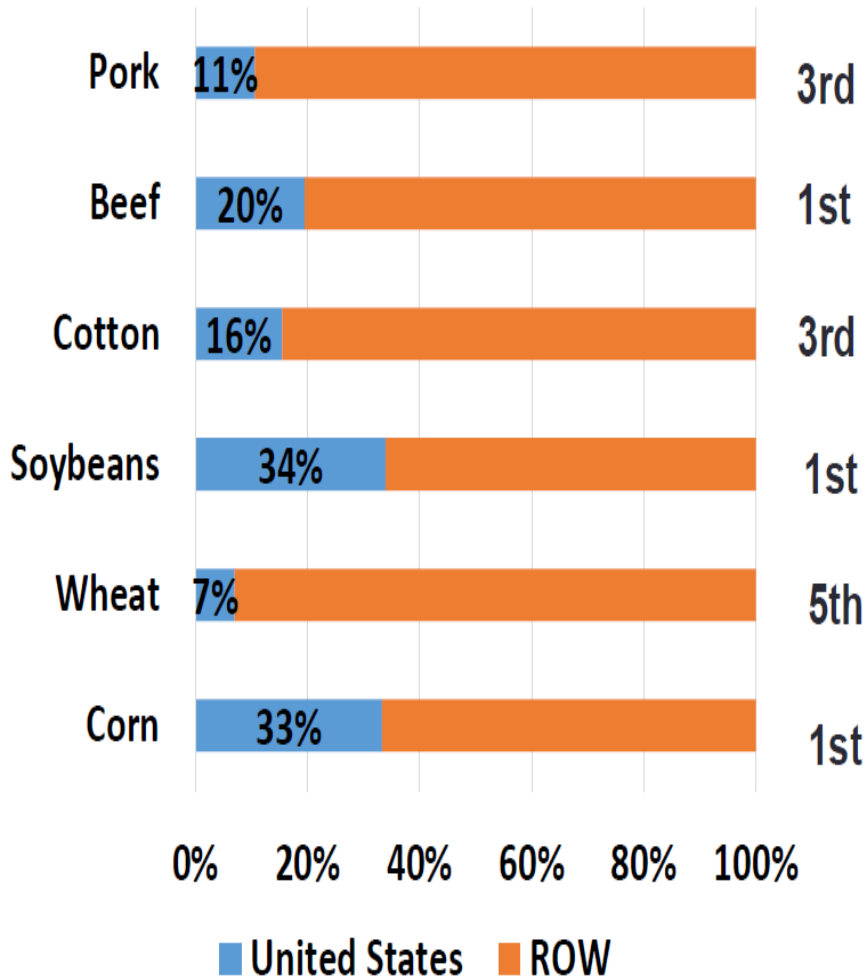
# Income growth will drive increased global demand



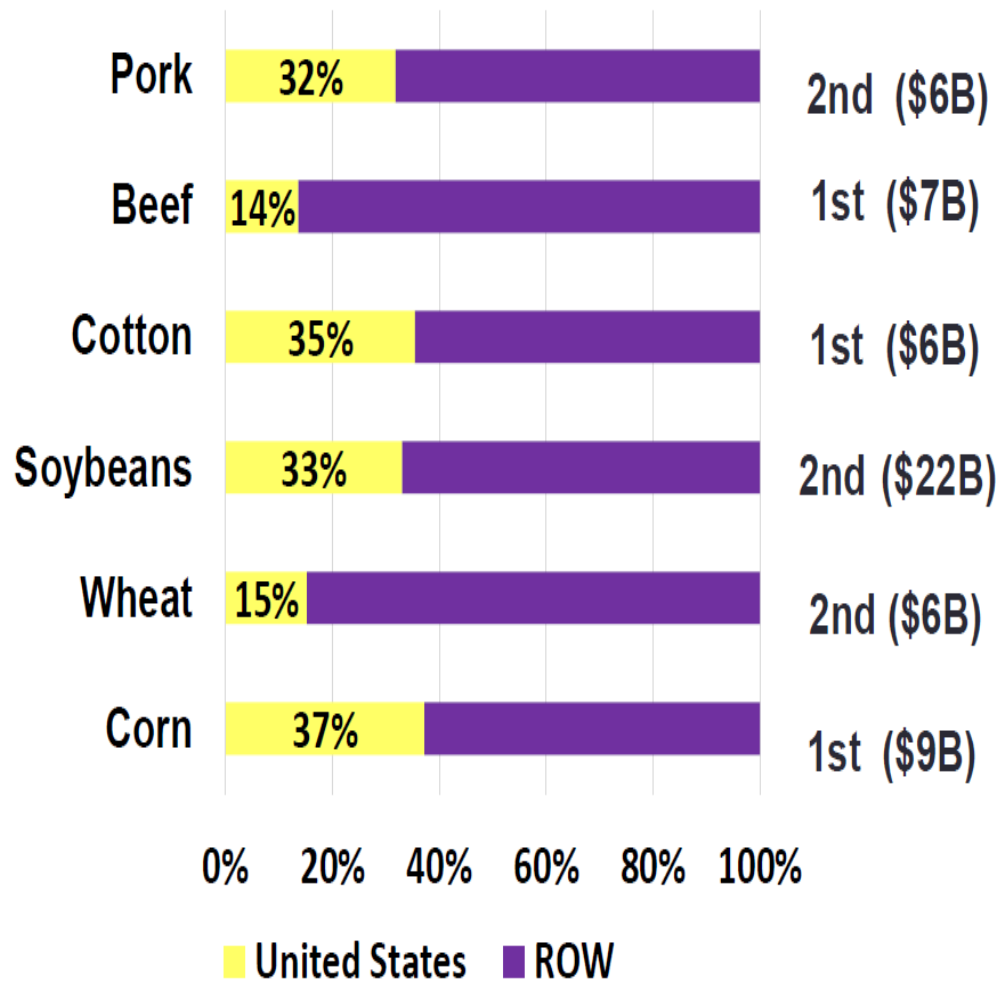
Data: Global Insight's Global Consumer Markets data.

# Global Shares

## U.S. Global Share of Production



## U.S. Global Share of Exports



# 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

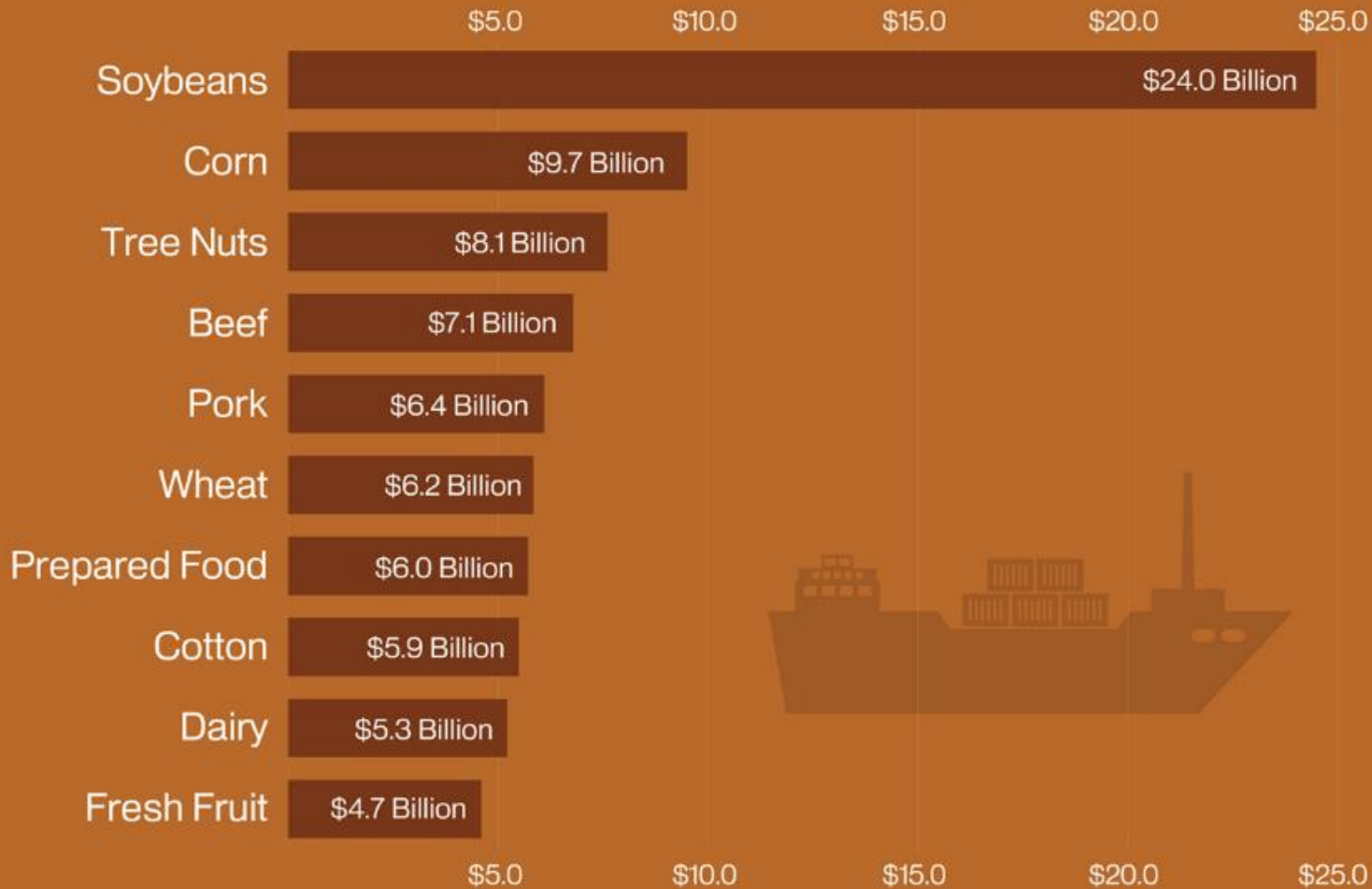
## Top Markets

**China** \$22.0 billion  
**Canada** \$20.4 billion  
**Mexico** \$18.6 billion

**Japan** \$11.8 billion  
**European Union** \$11.6 billion  
**South Korea** \$6.9 billion



# Top Exports



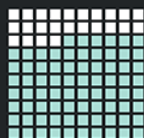
# Percentage of U.S. Agricultural Production Exported

Walnuts



79%

Cotton



76%

Almonds



67%

Pistachios



62%

Sorghum



59%

Rice



55%

Soybeans



50%

Wheat



46%

Grapes



36%

Pork



21%

**> 20%**

Overall U.S. farmers export more than 20% of what they produce

Corn\*



21%

Cherries



19%

Apples



18%

Poultry



16%

Dairy



15%

Beef



10%

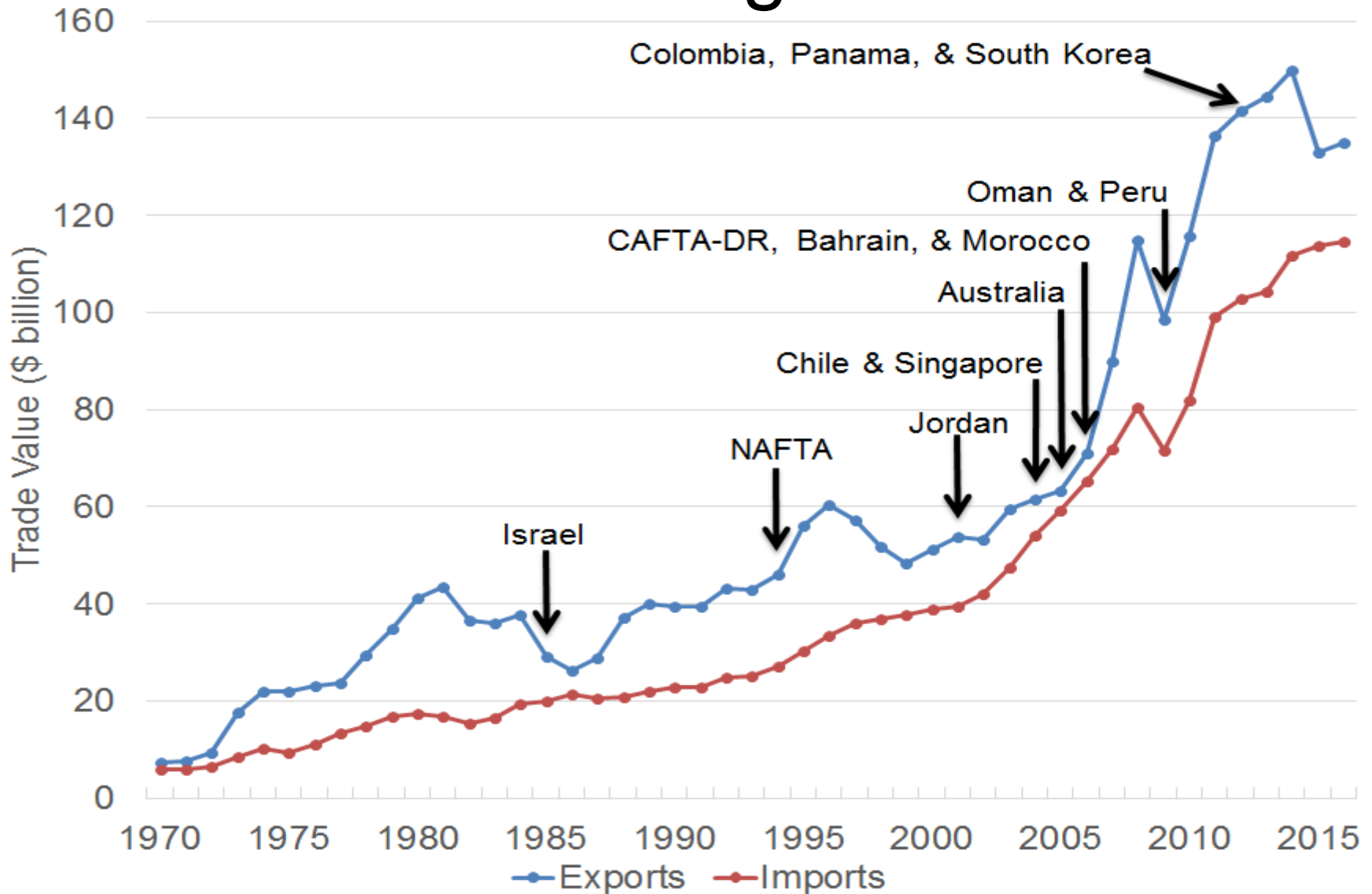
\*Including ethanol, DDGS, and HFCS exports

Source: USDA-Foreign Agricultural Service, Production, Supply and Distribution System

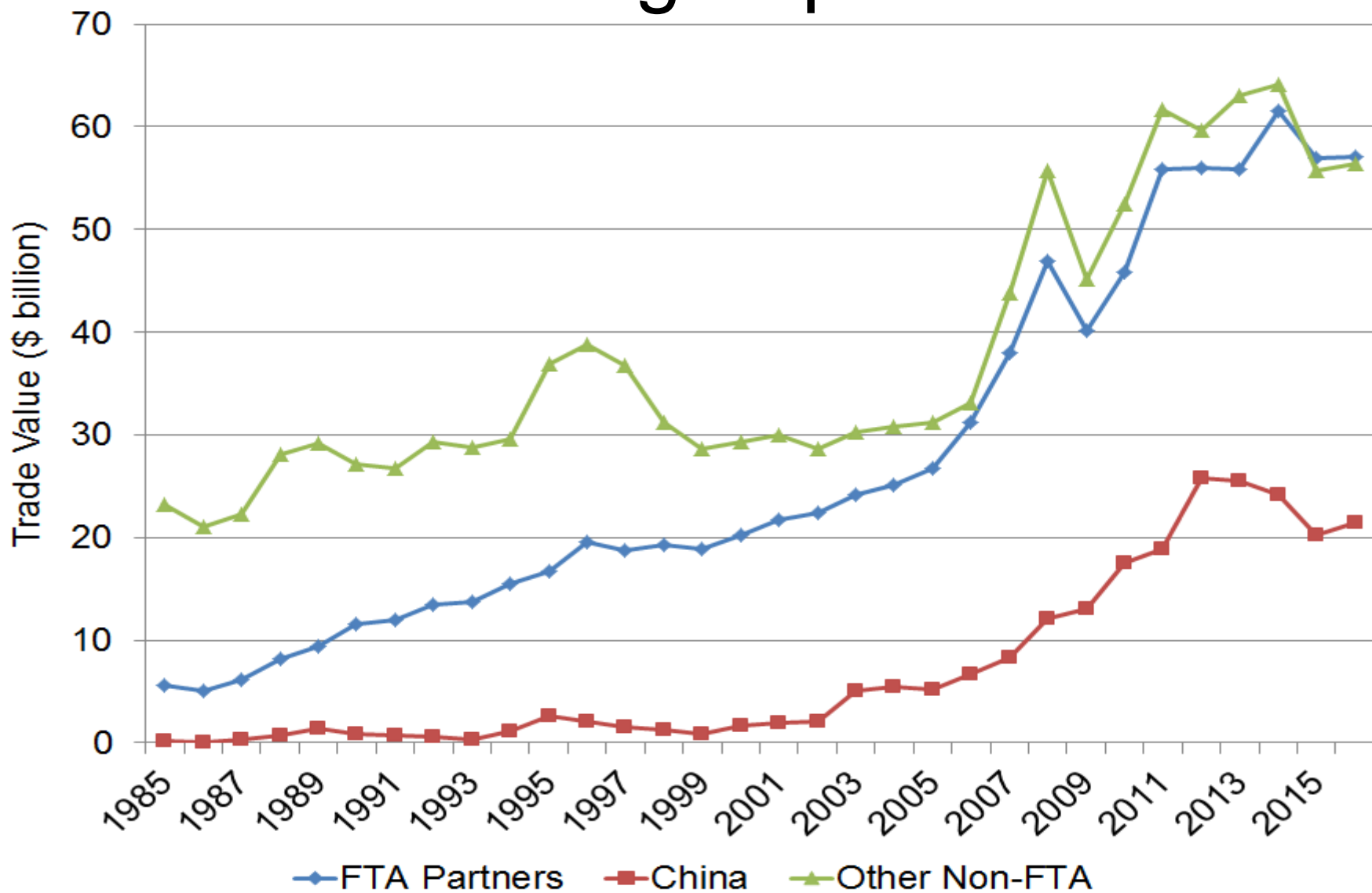
Reference years: Marketing Year 2015/16 - 2017/18



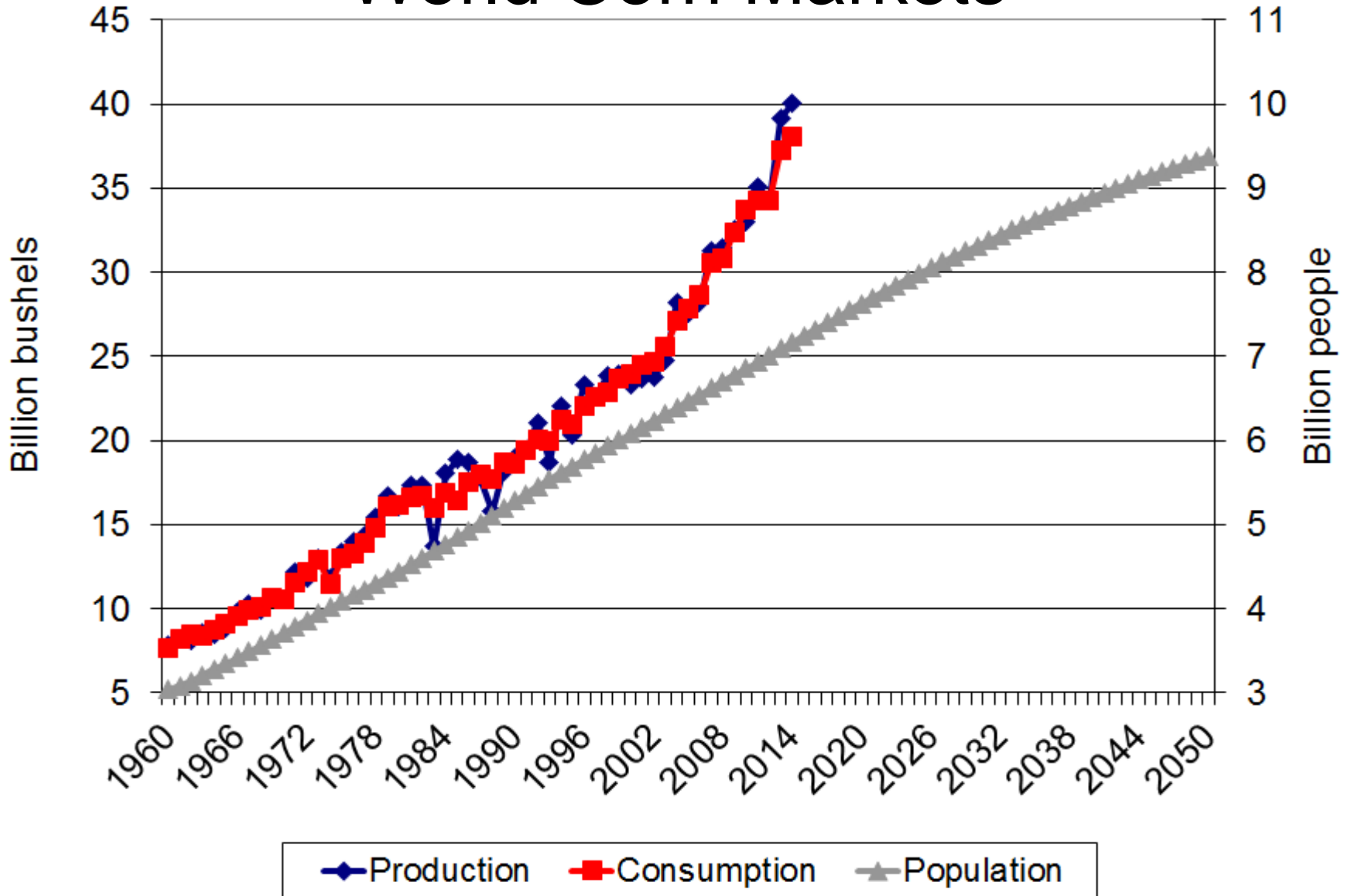
# Value of Ag Trade



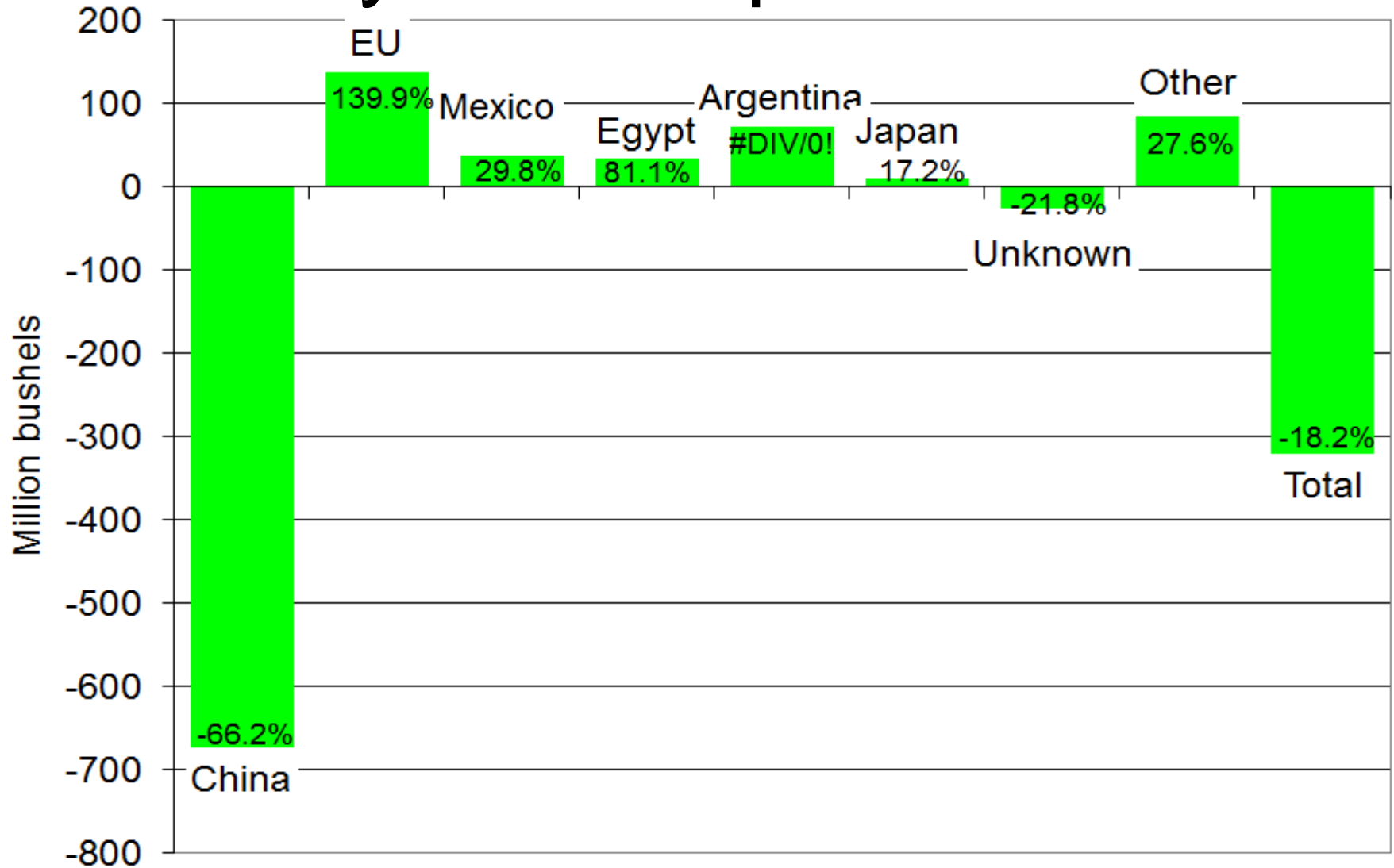
# U.S. Ag Exports



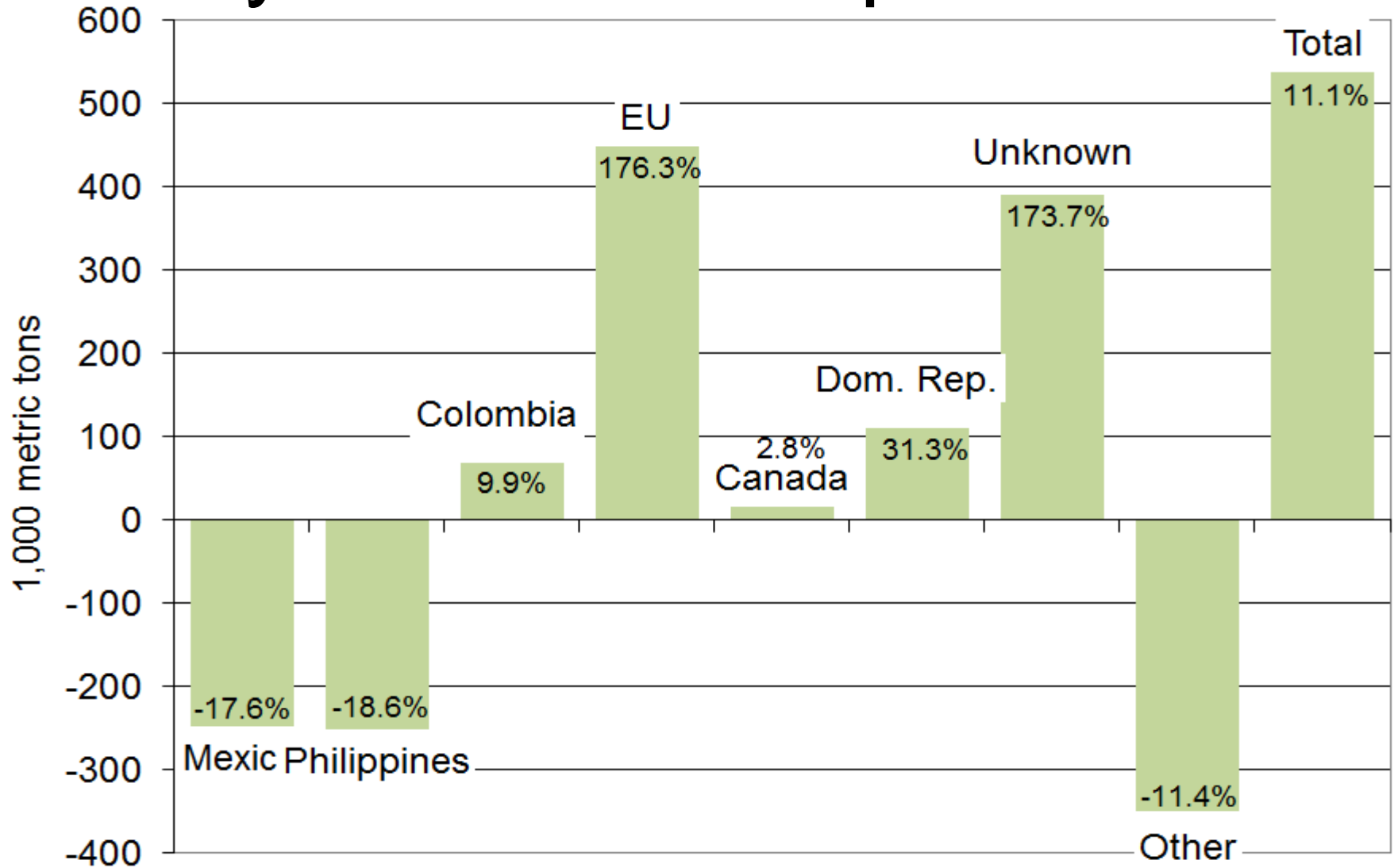
# World Corn Markets



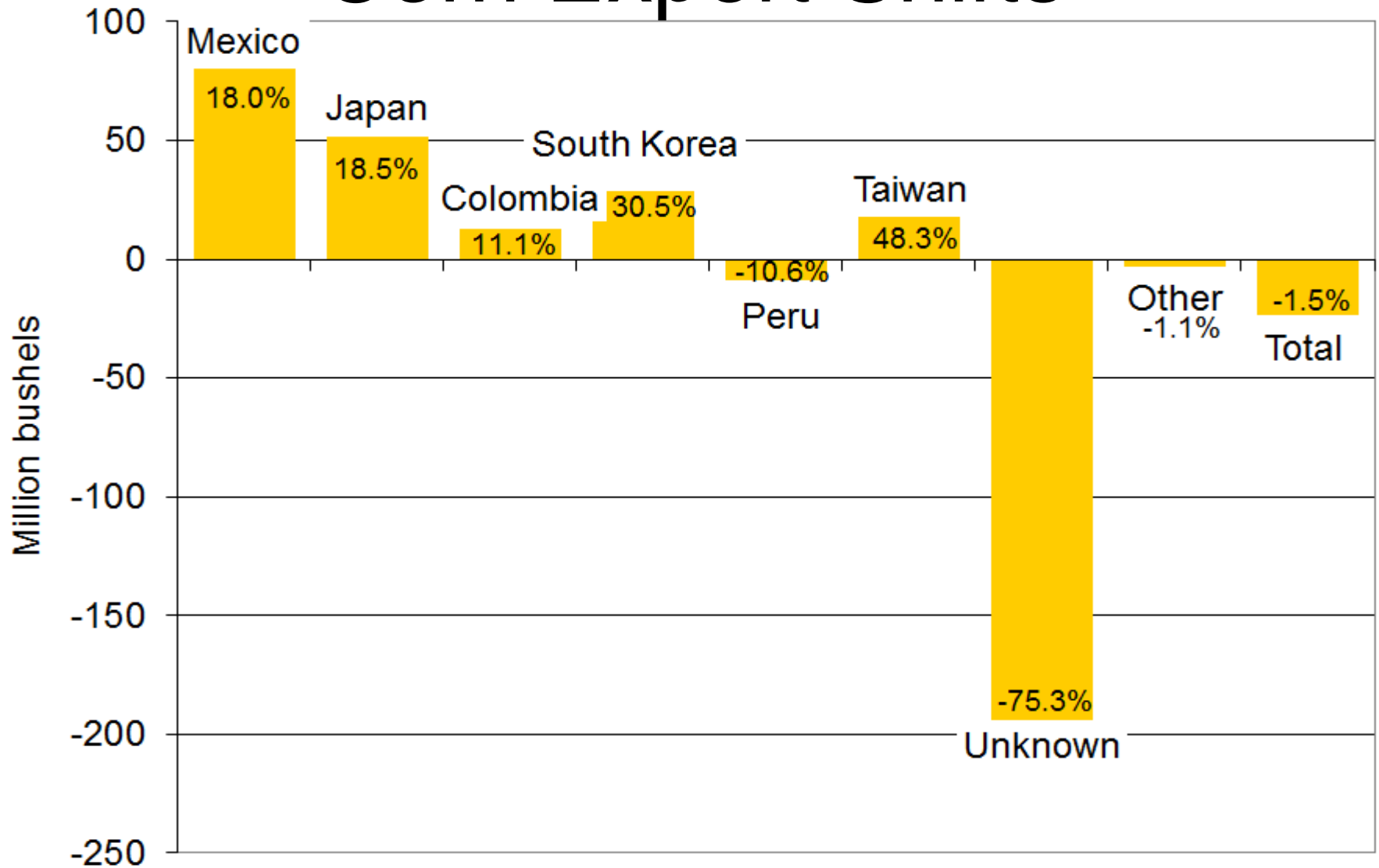
# Soybean Export Shifts



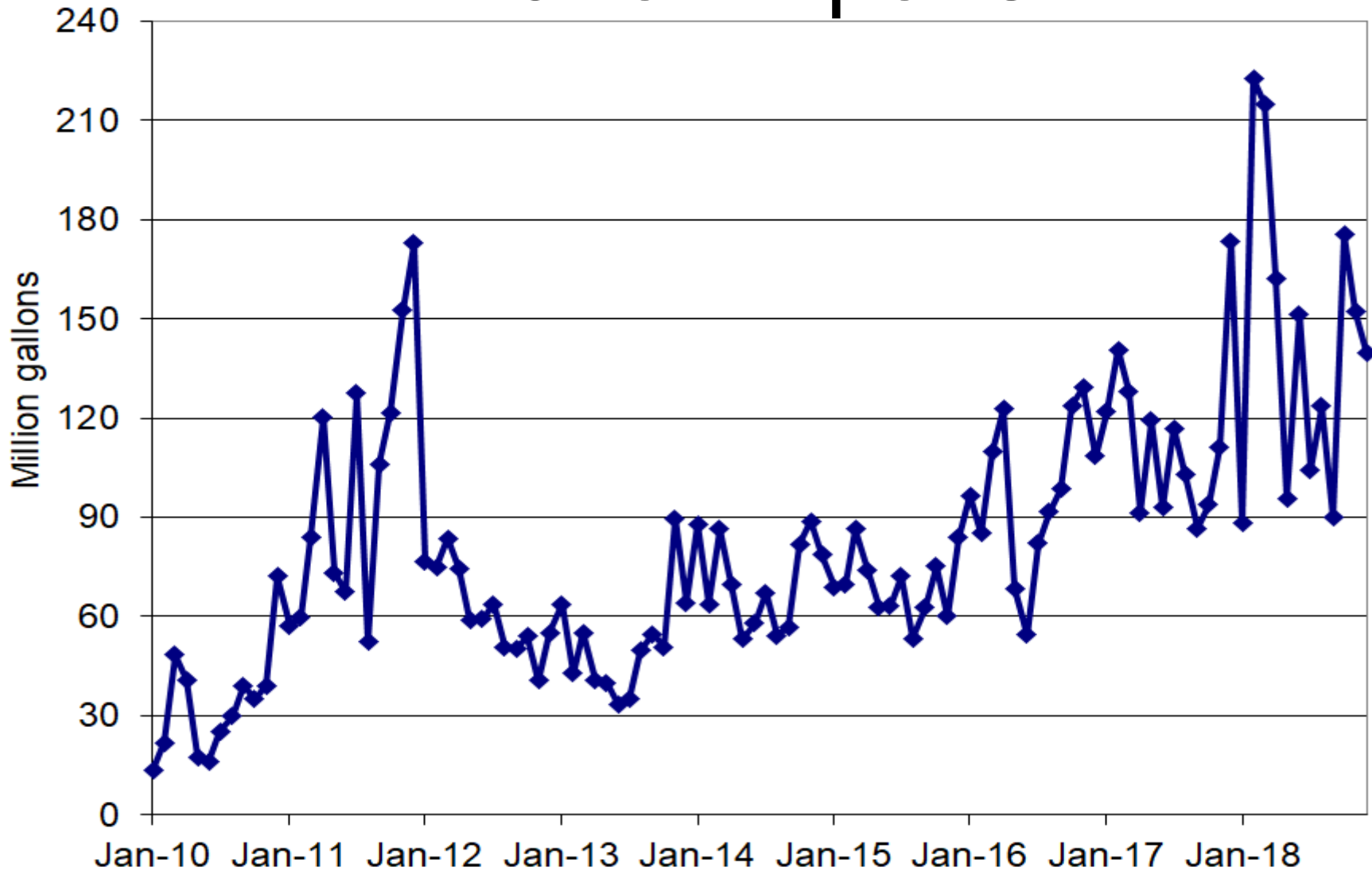
# Soybean Meal Export Shifts



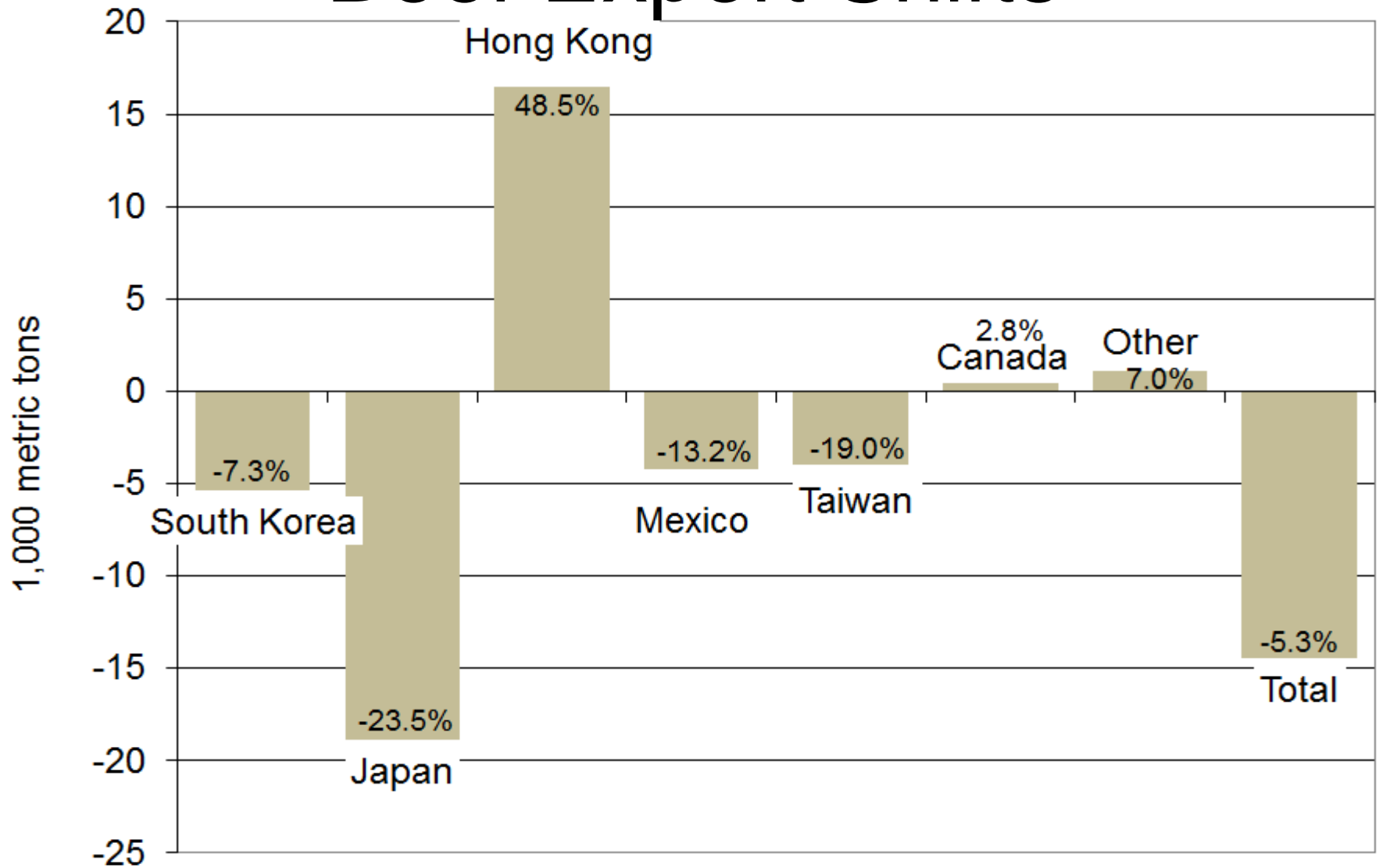
# Corn Export Shifts



# Ethanol Exports

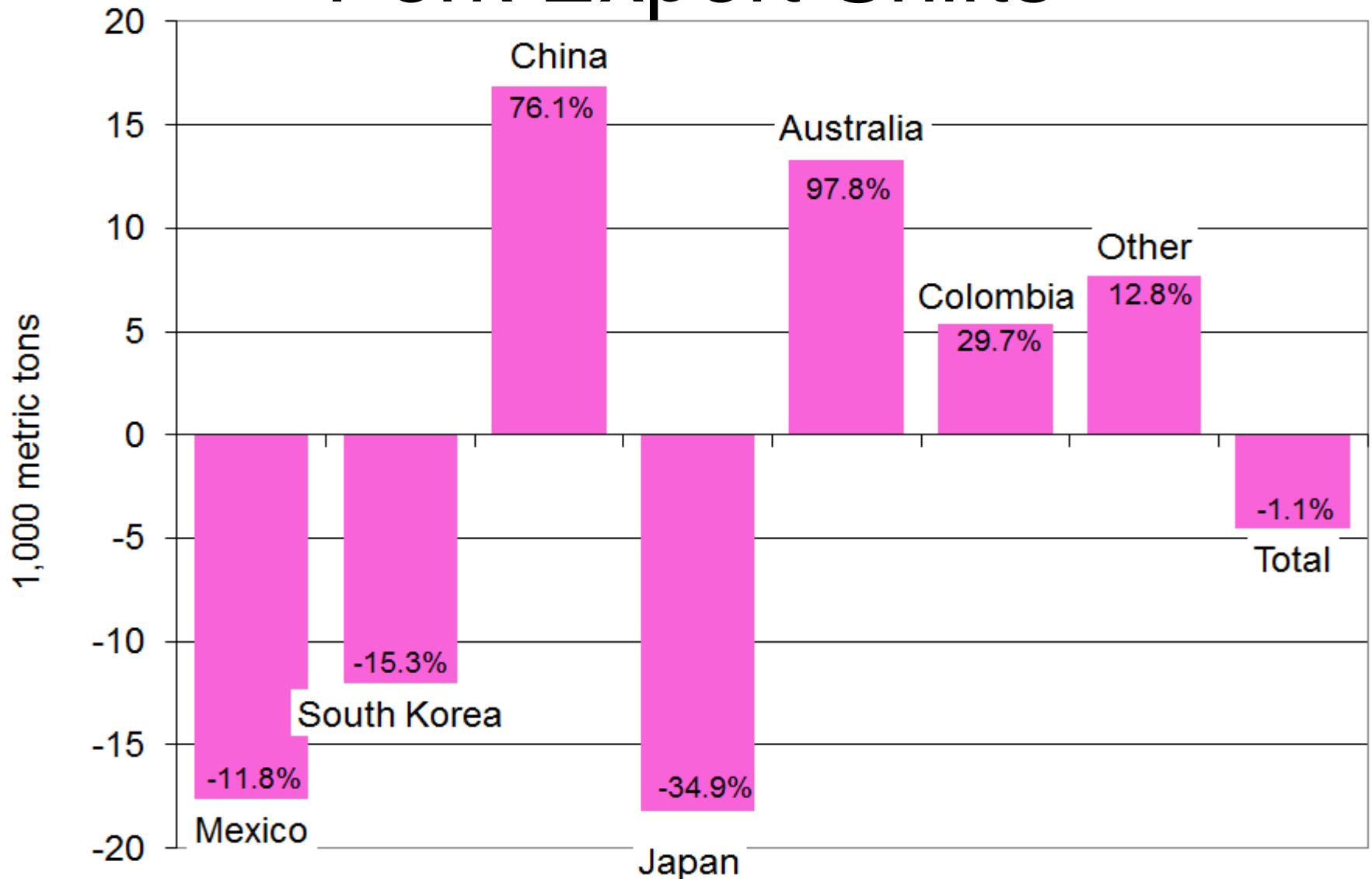


# Beef Export Shifts





# Pork Export Shifts



Thank you for your time!

Any questions?

My web site:

<http://www2.econ.iastate.edu/faculty/hart/>

Iowa Farm Outlook:

<http://www2.econ.iastate.edu/ifo/>

Ag Decision Maker:

<http://www.extension.iastate.edu/agdm/>