



Legislative Fiscal Bureau

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Joint Committee on Finance

Paper #166

Wisconsin Initiative for Agricultural Exports (Agriculture, Trade and Consumer Protection – Agricultural Assistance)

[LFB 2021-23 Budget Summary: Page 60, #3]

CURRENT LAW

The U.S. Census Bureau compiles statistics on imports and exports in the United States. Data is compiled by industry and product based upon the classification standard known as the Harmonized Tariff Schedule, which is typically used to identify customs duties on imports and is compiled by the U.S. International Trade Commission. The attachment shows exports of dairy, livestock, fruit, vegetable, and other agricultural products from Wisconsin summarized by commodity category and selected subcategories since 2002. (Finished food and beverage products are excluded.) Across agricultural export categories, exports have declined from a high of \$1.24 billion in 2014 to \$1.02 billion in 2020, not taking into account inflation. Major export subcategories include wheat, cheese, soybeans, and milk products.

Agricultural marketing boards are created under Chapter 96 of the statutes and have marketing orders promulgated under administrative code Chapters ATCP 141 through 149 for cherries, corn, cranberries, ginseng, milk, potatoes, and soybeans. Marketing boards are led by producer-elected members and support marketing, research and development, and educational programming related to their respective products. In general, marketing boards impose an assessment per unit of product harvested and offered for sale, which supports these efforts. By imposing an assessment on all sales of a given product, marketing orders allow producers to coordinate collectively to advocate for the sale and production of their product, and capture the benefits of scale in research and marketing. For example, the Wisconsin Milk Marketing Board (which does business as Dairy Farmers of Wisconsin, DFW), imposes assessments of 10¢ per hundredweight, and collected \$30.4 million in 2019-20 to support marketing, product research and development, and increased awareness of Wisconsin dairying and dairy products. While the Department of Agriculture, Trade and Consumer Protection (DATCP) regulates and offers

administrative support to marketing boards, boards operate and collect assessments independently from the state.

DISCUSSION POINTS

1. Assembly Bill 68/Senate Bill 111 would create a biennial GPR appropriation and provide \$1,074,400 in 2021-22 and \$1,092,200 in 2022-23 with 1.0 position to establish and administer the Wisconsin Initiative for Agricultural Exports. The bill would specify that 50% of funding be allocated to support exports of dairy products, and half of funding be allocated to support exports of vegetable, meat, and fish products. (The administration subsequently indicated it intended the latter category to include all agricultural products, including fruits.) Funding would be provided under the International Agribusiness Center (IAC), housed in the Division of Agricultural Development, which provides technical expertise, market research, and market development initiatives to establish trade-enhancing partnerships and grow Wisconsin's agricultural exports.

2. DATCP cultivates relationships with international buyers through attendance at international trade shows, international trade missions, and reverse buyer missions. During a reverse buyer mission, DATCP invites potential buyers of Wisconsin agricultural products to Wisconsin in order to educate them about Wisconsin products and connect them with Wisconsin producers. Reverse buyer missions include: (a) collaboration with industry partners, the University of Wisconsin Center for Dairy Research, and in-country trade partners such as the U.S. Department of Agriculture (USDA) Foreign Agricultural Service and Food Export Association; (b) vetting of buyers, including a needs assessment and examination of financial viability and alignment with Wisconsin producer capacity; and (c) recruitment of Wisconsin companies to participate. When buyers visit, they conduct company tours and engage in one-on-one meetings with sellers, and DATCP follows up to provide technical support and resources necessary to establish and grow Wisconsin sales. For example, as part of the 2019 Food Export Midwest event, DATCP facilitated 189 meetings between 16 Wisconsin companies and 22 prospective buyers, resulting in actual sales of \$120,000 and anticipated sales of \$2,200,000. DATCP notes that IAC events are dependent on partnerships and leadership from USDA's Food Export Association and other organizations, and that provision of additional funding would allow it to lead more events.

3. In 2019, IAC attended nine international trade shows, conducted 10 international trade missions, and hosted one buyers mission in partnership with 57 Wisconsin companies. Initial sales from these 2019 events totaled \$28.4 million, with an additional anticipated \$38.4 million in sales. In 2020, IAC attended three international trade shows and conducted two international trade missions with 21 companies. Initial sales from these 2020 events totaled \$3.1 million, with an additional anticipated \$17.6 million in sales. In 2019, DATCP visited or hosted delegations from the following countries: Australia, Brazil, Canada, China, Colombia, India, Japan, Mexico, Panama, South Korea, Vietnam, and the United Arab Emirates. In 2020, DATCP visited or hosted delegations from Chile, China, Japan, Peru and the United Arab Emirates. COVID-19 shutdowns significantly impacted in-person events by IAC, and DATCP reports IAC staff pivoted to provide one-on-one consultations with Wisconsin companies on issues related to export documentation, regulatory compliance, logistics, international business development, collaborating with international trade promotion programs, and applying for grant funding. DATCP anticipates international trade shows and missions

will resume beginning in September, 2021.

4. Table 1 shows DATCP's proposed allocation of funding for the Wisconsin Initiative for Agricultural Exports. Funding would be intended to support additional IAC activities, allowing DATCP to engage with approximately 110 companies annually in addition to the approximately 40 currently benefiting from IAC activities. Additional activities resulting from proposed funding would include: (a) DATCP presence at three international trade exhibition events each year; (b) three international trade missions each year to meet with companies and establish trade relationships in new markets; (c) three reverse buyer missions, during which DATCP invites prospective buyers to Wisconsin to learn about Wisconsin products and meet with Wisconsin producers; (d) social media campaigns in Asia, Europe, Latin America, and the Middle East; (e) international market research for specific countries and products; and (f) staff travel and administrative costs supporting the program.

TABLE 1

Wisconsin Initiative for Agricultural Exports Proposed Allocation -- AB 68/SB 111

| | <u>2021-22</u> | <u>2022-23</u> |
|-----------------------------------|----------------|----------------|
| Trade Shows | \$249,900 | \$249,900 |
| Trade Missions | 297,900 | 297,900 |
| Reverse Buyer Missions | 175,500 | 175,500 |
| Online and Social Media Campaigns | 192,600 | 192,600 |
| Administration and Travel Costs | 67,500 | 67,500 |
| Market Research | 37,500 | 37,500 |
| Staff (1.0 Position) | <u>53,500</u> | <u>71,300</u> |
| Total | \$1,074,400 | \$1,092,200 |

5. Given the large-scale production and fungible nature of agricultural commodities, individual marketing efforts to improve market demand for an individual's agricultural production are generally ineffective. While an individual could conduct marketing activities to increase interest in his or her product, benefits may often also accrue to other producers of the same commodity. To share the high individual costs and collective benefits of agricultural marketing, agricultural marketing boards have been created to coordinate marketing efforts of various commodities in Wisconsin, and impose assessments equally among producers in proportion to their production and resulting relative benefit of any marketing activity. In 2019-20, DATCP reports marketing boards collected a total of \$36.5 million, consisting of: (a) \$30.4 million for milk; (b) \$1.8 million for soybeans; (c) \$1.8 million for potatoes; (d) \$1.6 million for corn; (e) \$530,000 for cranberries; (f) \$310,000 for ginseng; and (g) \$38,000 for cherries.

6. Assembly Substitute Amendment 1 to Assembly Bill 314 and the identical Senate Substitute Amendment 1 to Senate Bill 325 would create a continuing GPR appropriation at DATCP to promote exports of Wisconsin agricultural products (both bills have bipartisan sponsorship). The amended bills would require DATCP, in collaboration with the Wisconsin Economic Development Corporation (WEDC), to seek to increase Wisconsin agricultural exports to 25% more than their December 31, 2021, amount by June 30, 2026, for the following: (a) milk and dairy products; (b)

meat, poultry, fish, and meat products; and (c) crops and crop products. The amended bills would direct DATCP to submit a request to the Joint Committee on Finance within 30 days of publication of the 2021-23 biennial budget for release of up to \$5 million GPR from the Committee's supplemental appropriation to support the initiative. The amended bills would require that DATCP allocate no more than \$1,000,000 each fiscal year, and a total amount of \$2,500,000 for the goal under "a," and \$1,250,000 each for the goals under "b" and "c." DATCP and WEDC would be required to submit a plan to appropriate committees of the Legislature by December 31, 2021, on how funding would be allocated, and the bills would require the Legislative Audit Bureau to conduct an audit by December 31, 2026, of program activities. The amended bills would require DATCP to reallocate 1.0 GPR position and funding to administer the program. DATCP would be responsible for identifying a position from its existing staff allocation and reporting to the Committee on the transferring appropriation for the reallocated position.

7. AB 68/SB 111 and the amended AB 314/SB 325 differ in three primary ways: (a) the budget bill would immediately allocate funding, while AB 314/SB 325 would provide funding under the Committee's supplemental appropriation; (b) the budget bill would provide an additional position to DATCP to administer the provision, while AB 314/SB 315 would direct reallocation of existing DATCP staff; and (c) AB 314/SB 325 would define specific goals for growth of exports among various project categories. Both proposals would provide approximately the same \$1 million per year in funding and allocation among specified product categories.

8. DATCP reports that it would need an additional 1.0 position to administer the program under either proposal. The amended bills would direct DATCP to reallocate an existing position to administer the program. It is unclear at this time what position may be available for reallocation. Currently, all position vacancies of more than three months at DATCP are either in recruitment or being held vacant to meet Department of Administration-directed lapse requirements related to the COVID-19 pandemic. If DATCP were to reallocate a position, it would be incumbent on the Department to prioritize existing Department duties relative to administration of the proposed program.

9. A 2019 study by Dr. Steven Deller of the University of Wisconsin-Madison Department of Agricultural and Applied Economics estimated the Wisconsin agricultural industry produced annual revenues of approximately \$105 billion in 2017. Given the substantial contribution of agriculture to Wisconsin's economy, it could be considered appropriate to allocate general fund revenues to support continued international marketing and development of Wisconsin agriculture. The Committee could create a biennial appropriation at DATCP and provide \$1,074,400 GPR in 2021-22 and \$1,092,200 GPR in 2022-23 with 1.0 GPR position to establish and administer the Wisconsin Initiative for Agricultural Exports. [Alternative 1]

10. The Committee could also consider the process proposed in the amended AB 314/SB 325. The Committee could create a continuing appropriation, provide \$1,000,000 GPR each year in the Committee's supplemental appropriation, and direct DATCP to submit a proposal in collaboration with WEDC for release of funding to support an increase in dairy, meat, poultry, fish, crop, and other agricultural product exports by 25% over their 2021 level by 2026 [Alternative 2]. When considering a request for release of supplemental funding, the Committee could consider if additional staff were

necessary to administer the program at that time.

11. Given AB 314/SB 325, the Committee could also take no action [Alternative 3]. Also, if producers of a given agricultural product wished to increase marketing efforts related to that product, they could increase assessments under their marketing order, or seek to create a new marketing board for a commodity not currently under a marketing order.

ALTERNATIVES

1. Create a biennial appropriation and provide \$1,074,400 GPR in 2021-22 and \$1,092,200 GPR in 2022-23 with 1.0 GPR position to establish and administer the Wisconsin Initiative for Agricultural Exports. Specify that half of funding support increasing dairy product exports, and half of funding support increasing meat, fish, vegetable, fruit, and other agricultural product exports.

| ALT 1 | Change to Base | |
|-------|----------------|-----------|
| | Funding | Positions |
| GPR | \$2,166,600 | 1.00 |

2. Create a continuing appropriation and allocate \$1,000,000 GPR each year in the Committee's supplemental appropriation. Direct DATCP, in collaboration with WEDC, to submit a proposal for allocation of funding to pursue an increase in dairy, meat, poultry, fish, crop, and other agricultural product exports by 25% over their 2021 level by 2026.

| ALT 2 | Change to Base |
|-------|----------------|
| GPR | \$2,000,000 |

3. Take no action.

Prepared by: Rory Tikalsky
Attachment

ATTACHMENT

Agricultural Exports from Wisconsin, 2002 to 2020 Commodity Category (Millions of Dollars)

| <u>Commodity Category (HTS Code)</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|--|------------------|------------------|------------------|----------------|------------------|------------------|----------------|------------------|-------------------|--------------------|----------------|
| 10 Cereals | \$238.0 | \$219.2 | \$216.3 | \$250.7 | \$254.7 | \$502.5 | \$230.4 | \$243.7 | \$523.0 | \$382.8 | \$184.8 |
| 04 Dairy Products; Eggs; Honey; Other Edible Animal Prods (Non-Meat) | 36.0 | 45.8 | 42.8 | 76.7 | 84.9 | 195.8 | 212.8 | 166.8 | 212.9 | 231.4 | 281.8 |
| 12 Oil, Seeds, Etc.; Misc. Grain, Seed, Fruit, Plant, Etc. | 167.7 | 129.0 | 90.1 | 87.3 | 97.9 | 86.6 | 98.7 | 97.1 | 157.8 | 157.6 | 178.3 |
| 02 Meat and Edible Meat Offal | 73.6 | 104.1 | 10.8 | 20.3 | 27.4 | 42.1 | 54.8 | 51.6 | 91.3 | 119.7 | 104.5 |
| 05 Other Misc. Products of Animal Origin | 25.2 | 25.3 | 24.7 | 27.0 | 31.5 | 44.1 | 49.7 | 42.9 | 47.0 | 58.4 | 61.3 |
| 11 Milling Products; Malt; Starch; Inulin; Wheat Gluten | 10.3 | 7.9 | 16.9 | 37.4 | 21.2 | 57.4 | 75.3 | 59.5 | 65.1 | 63.5 | 30.9 |
| 07 Edible Vegetables & Certain Roots & Tubers | 14.5 | 17.7 | 12.7 | 19.2 | 20.1 | 14.6 | 14.6 | 16.0 | 26.0 | 18.3 | 18.7 |
| 08 Edible Fruit & Nuts; Citrus Fruit or Melon Peel | 2.5 | 5.9 | 6.0 | 9.2 | 7.8 | 11.2 | 11.9 | 10.5 | 13.4 | 18.3 | 22.1 |
| 01 Live Animals | 6.9 | 5.4 | 1.6 | 3.8 | 4.6 | 8.0 | 13.2 | 5.5 | 8.2 | 13.3 | 26.6 |
| 13 Lac; Gums, Resins & Other Vegetable Sap & Extract | 6.3 | 10.7 | 4.2 | 3.1 | 3.9 | 5.3 | 24.6 | 10.4 | 6.4 | 5.0 | 6.7 |
| 09 Coffee, Tea, Mate & Spices | 0.2 | 0.5 | 0.5 | 0.6 | 0.8 | 1.0 | 1.3 | 0.9 | 1.1 | 2.2 | 2.4 |
| 03 Fish, Crustaceans & Aquatic Invertebrates | 1.0 | 2.1 | 2.8 | 2.8 | 2.7 | 3.6 | 3.9 | 3.8 | 3.2 | 3.1 | 2.1 |
| 06 Live Trees, Plants, Bulbs, Etc.; Cut Flowers, Etc. | 1.1 | 1.0 | 1.2 | 1.3 | 1.4 | 1.1 | 1.7 | 1.6 | 1.7 | 1.6 | 2.1 |
| 14 Other Vegetable Plaiting Materials & Products | <u>0.1</u> | <u>0.0</u> | <u>0.0</u> | <u>0.1</u> | <u>0.0</u> | <u>0.2</u> | <u>0.1</u> | <u>0.2</u> | <u>0.1</u> | <u>0.1</u> | <u>0.1</u> |
| Total | \$583.3 | \$574.8 | \$430.6 | \$539.5 | \$558.9 | \$973.7 | \$792.9 | \$710.4 | \$1,157.3 | \$1,075.4 | \$922.2 |
| <u>Commodity Category (HTS Code)</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> | Total- 2002-20 | Average 2016-20 | |
| 10 Cereals | \$240.4 | \$249.8 | \$249.6 | \$178.4 | \$153.1 | \$182.4 | \$152.4 | \$114.3 | \$4,766.6 | \$156.1 | |
| 04 Dairy Products; Eggs; Honey; Other Edible Animal Prods (Non-Meat) | 397.9 | 407.9 | 274.2 | 251.6 | 298.6 | 281.8 | 237.9 | 263.4 | 4,001.1 | 266.7 | |
| 12 Oil, Seeds, Etc.; Misc. Grain, Seed, Fruit, Plant, Etc. | 139.7 | 178.3 | 138.1 | 228.7 | 309.8 | 152.6 | 161.9 | 188.5 | 2,845.8 | 208.3 | |
| 02 Meat and Edible Meat Offal | 125.7 | 144.3 | 118.3 | 122.3 | 133.8 | 159.2 | 144.3 | 146.6 | 1,794.7 | 141.2 | |
| 05 Other Misc. Products of Animal Origin | 66.6 | 104.6 | 111.9 | 99.9 | 110.7 | 126.2 | 141.1 | 178.8 | 1,376.9 | 131.3 | |
| 11 Milling Products; Malt; Starch; Inulin; Wheat Gluten | 22.7 | 74.4 | 47.7 | 46.1 | 51.3 | 42.7 | 42.4 | 31.4 | 804.0 | 42.8 | |
| 07 Edible Vegetables & Certain Roots & Tubers | 29.9 | 30.4 | 27.6 | 32.2 | 41.5 | 40.9 | 49.4 | 51.8 | 496.0 | 43.1 | |
| 08 Edible Fruit & Nuts; Citrus Fruit or Melon Peel | 16.7 | 18.5 | 16.9 | 13.9 | 18.3 | 15.7 | 16.2 | 12.6 | 247.7 | 15.4 | |
| 01 Live Animals | 13.6 | 10.6 | 12.7 | 6.0 | 9.5 | 9.4 | 9.4 | 8.0 | 176.4 | 8.5 | |
| 13 Lac; Gums, Resins & Other Vegetable Sap & Extract | 5.6 | 6.6 | 6.7 | 7.0 | 8.7 | 9.6 | 9.4 | 11.7 | 152.0 | 9.3 | |
| 09 Coffee, Tea, Mate & Spices | 3.1 | 3.1 | 3.9 | 6.4 | 7.3 | 7.4 | 12.5 | 9.4 | 64.6 | 8.6 | |
| 03 Fish, Crustaceans & Aquatic Invertebrates | 2.3 | 4.5 | 3.4 | 2.7 | 2.9 | 2.4 | 4.2 | 3.0 | 56.3 | 3.0 | |
| 06 Live Trees, Plants, Bulbs, Etc.; Cut Flowers, Etc. | 1.2 | 1.8 | 1.4 | 1.0 | 1.6 | 1.5 | 2.1 | 2.3 | 28.6 | 1.7 | |
| 14 Other Vegetable Plaiting Materials & Products | <u>0.1</u> | <u>0.3</u> | <u>0.4</u> | <u>0.6</u> | <u>0.7</u> | <u>0.7</u> | <u>0.8</u> | <u>1.1</u> | <u>5.8</u> | <u>0.8</u> | |
| Total | \$1,065.6 | \$1,235.1 | \$1,012.7 | \$996.9 | \$1,147.8 | \$1,032.4 | \$983.9 | \$1,022.9 | \$16,816.5 | | |

Agricultural Exports from Wisconsin, 2002 to 2020
Selected Commodity Subcategories*
(Millions of Dollars)

| <u>Commodity Subcategory (HTS Code)</u> | <u>2002</u> | <u>2003</u> | <u>2004</u> | <u>2005</u> | <u>2006</u> | <u>2007</u> | <u>2008</u> | <u>2009</u> | <u>2010</u> | <u>2011</u> | <u>2012</u> |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| 1001 Wheat | \$198.5 | \$178.3 | \$205.2 | \$234.2 | \$199.8 | \$438.2 | \$189.1 | \$216.3 | \$463.6 | \$313.8 | \$159.2 |
| 0406 Cheese and Curd | 16.3 | 19.0 | 19.9 | 42.2 | 46.6 | 75.1 | 97.4 | 95.6 | 109.8 | 105.9 | 149.5 |
| 1201 Soybeans | 132.7 | 89.5 | 59.7 | 54.9 | 77.7 | 48.6 | 68.9 | 60.9 | 72.9 | 108.8 | 92.2 |
| 0404 Whey and Milk Products | 12.7 | 14.4 | 14.6 | 22.5 | 31.5 | 79.9 | 57.8 | 51.2 | 78.7 | 99.0 | 114.1 |
| 0511 Miscellaneous Animal Products | 23.3 | 23.3 | 23.5 | 26.5 | 31.1 | 42.4 | 48.8 | 42.4 | 44.2 | 54.9 | 57.6 |
| 0202 Meat of Bovine Animals, Frozen | 23.7 | 14.7 | 0.6 | 1.8 | 4.9 | 8.8 | 19.0 | 21.3 | 49.0 | 57.6 | 48.7 |
| 1005 Corn | 37.7 | 38.7 | 10.6 | 11.9 | 51.2 | 57.2 | 36.1 | 26.4 | 47.3 | 62.2 | 22.8 |
| 1107 Malt | 5.4 | 1.6 | 9.3 | 26.0 | 10.2 | 30.6 | 58.5 | 42.6 | 48.9 | 41.0 | 13.4 |
| 0201 Meat of Bovine Animals, Fresh or Chilled | 32.1 | 35.6 | 0.6 | 1.5 | 5.2 | 15.9 | 19.2 | 17.4 | 20.7 | 30.8 | 28.4 |
| 1211 Plants for Pharmacy, Perfume, Insecticides Etc. | 13.3 | 23.3 | 16.4 | 10.5 | 15.1 | 23.2 | 10.1 | 17.1 | 23.6 | 23.1 | 23.7 |
| 0713 Leguminous Vegetables | 3.2 | 4.2 | 1.9 | 5.4 | 3.4 | 3.4 | 1.7 | 2.7 | 9.2 | 6.1 | 7.1 |
| 0206 Edible Offal, Bovine, Swine, Sheep, Goat, Horse, Etc. | 8.5 | 12.0 | 1.3 | 2.1 | 2.7 | 5.4 | 5.9 | 5.3 | 13.3 | 23.0 | 18.5 |
| 1205 Rape or Colza Seeds | 0.0 | 0.0 | 0.0 | 1.7 | 0.0 | 0.0 | 0.0 | 9.4 | 30.5 | 12.5 | 50.0 |
| 0405 Butter and Other Fats and Oils Derived from Milk | 0.7 | 1.7 | 0.2 | 0.3 | 0.2 | 14.4 | 29.9 | 6.1 | 8.7 | 14.2 | 4.9 |
| 0402 Milk and Cream | 3.6 | 8.6 | 5.7 | 7.1 | 4.1 | 17.1 | 18.7 | 10.0 | 11.5 | 7.5 | 7.1 |
| 1302 Vegetable Saps & Extracts | 6.3 | 10.6 | 4.1 | 2.9 | 3.5 | 5.3 | 24.4 | 10.4 | 6.3 | 4.9 | 6.6 |
| 0203 Meat of Swine, Fresh, Chilled or Frozen | 2.3 | 33.2 | 3.0 | 5.2 | 4.9 | 5.9 | 5.4 | 3.9 | 4.6 | 6.8 | 7.9 |
| 0811 Fruit & Nuts | 0.8 | 3.0 | 3.3 | 3.5 | 3.5 | 4.3 | 6.6 | 5.6 | 7.5 | 10.6 | 10.8 |
| 0102 Bovine Animals, Live | 4.7 | 3.6 | 0.0 | 1.4 | 1.0 | 5.4 | 10.9 | 3.7 | 6.9 | 11.4 | 24.1 |
| 1208 Flour & Meal of Oil Seed & Olea Fruit (no Mustard) | 0.5 | 0.6 | 2.4 | 1.2 | 2.7 | 2.9 | 2.5 | 0.5 | 0.3 | 1.0 | 2.8 |
| 0810 Miscellaneous Fresh Fruit | 0.8 | 1.4 | 1.0 | 3.3 | 1.8 | 4.7 | 3.6 | 2.7 | 3.9 | 4.2 | 3.9 |
| 0710 Vegetables, Frozen | 2.4 | 2.2 | 2.1 | 1.7 | 1.8 | 2.1 | 3.2 | 2.7 | 2.1 | 2.5 | 2.8 |
| 0504 Animal Guts, Bladders, Stomachs & Parts | 0.9 | 1.3 | 0.3 | 0.1 | 0.1 | 1.3 | 0.8 | 0.4 | 2.1 | 2.4 | 2.5 |
| 0701 Potatoes (except Sweet Potatoes), Fresh Or Chilled | 2.3 | 1.9 | 1.3 | 1.6 | 2.7 | 2.1 | 2.8 | 2.4 | 2.6 | 2.3 | 2.9 |
| 0210 Meat & Edible Offal Salted, Dried Etc. & Flour & Meal | 2.4 | 3.5 | 3.3 | 6.1 | 7.1 | 4.2 | 3.6 | 2.6 | 2.1 | 0.6 | 0.5 |
| 0813 Miscellaneous Dried Fruit; Mixtures Of Nuts Or Dried Fruit | 0.4 | 0.4 | 1.2 | 2.1 | 1.9 | 1.8 | 1.0 | 1.0 | 1.4 | 3.4 | 6.6 |
| 0403 Buttermilk, Yogurt, Kephir Etc. | 1.1 | 1.1 | 0.3 | 0.5 | 0.5 | 7.1 | 6.2 | 1.4 | 1.1 | 1.8 | 1.9 |
| 0901 Coffee, Etc. | 0.0 | 0.0 | 0.1 | 0.1 | 0.2 | 0.1 | 0.2 | 0.3 | 0.1 | 0.0 | 0.3 |
| 1210 Hop Cones | 0.1 | 0.1 | 0.1 | 0.1 | 0.4 | 0.1 | 0.5 | 0.1 | 0.3 | 0.3 | 0.0 |

Agricultural Exports from Wisconsin, 2002 to 2020
Selected Commodity Subcategories* (continued)
(Millions of Dollars)

| <u>Commodity Category (HTS Code)</u> | <u>2013</u> | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>2018</u> | <u>2019</u> | <u>2020</u> | <u>Total- 2002-20</u> | <u>Average 2016-20</u> |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---------------------------|----------------------------|
| 1001 Wheat | \$217.8 | \$210.3 | \$210.3 | \$130.6 | \$127.2 | \$142.7 | \$129.2 | \$101.6 | \$4,066.0 | \$126.3 |
| 0406 Cheese and Curd | 183.1 | 182.8 | 153.3 | 127.9 | 133.8 | 144.3 | 113.0 | 122.2 | 1937.6 | 128.2 |
| 1201 Soybeans | 77.2 | 105.3 | 80.4 | 166.6 | 252.7 | 98.0 | 116.3 | 155.9 | 1919.3 | 157.9 |
| 0404 Whey and Milk Products | 170.7 | 181.7 | 103.2 | 108.3 | 138.6 | 112.3 | 98.6 | 115.5 | 1605.4 | 114.7 |
| 0511 Miscellaneous Animal Products | 62.3 | 100.2 | 105.1 | 93.1 | 103.6 | 116.0 | 130.7 | 172.7 | 1301.9 | 123.2 |
| 0202 Meat of Bovine Animals, Frozen | 72.4 | 82.5 | 58.1 | 60.4 | 66.0 | 76.3 | 71.1 | 56.9 | 793.7 | 66.1 |
| 1005 Corn | 19.6 | 35.4 | 36.8 | 46.6 | 25.0 | 38.3 | 21.9 | 11.1 | 636.6 | 28.6 |
| 1107 Malt | 17.6 | 67.9 | 43.8 | 39.3 | 48.0 | 38.0 | 37.6 | 23.6 | 603.5 | 37.3 |
| 0201 Meat of Bovine Animals, Fresh or Chilled | 28.6 | 36.5 | 29.7 | 32.9 | 43.2 | 56.6 | 43.6 | 56.0 | 534.5 | 46.5 |
| 1211 Plants for Pharmacy, Perfume, Insecticides Etc. | 40.9 | 30.4 | 26.5 | 27.1 | 33.4 | 28.7 | 25.0 | 22.1 | 433.4 | 27.3 |
| 0713 Leguminous Vegetables | 14.0 | 18.2 | 19.4 | 22.0 | 25.2 | 30.6 | 36.8 | 39.3 | 253.9 | 30.8 |
| 0206 Edible Offal, Bovine, Swine, Sheep, Goat, Horse, Etc. | 13.2 | 17.3 | 23.7 | 19.9 | 15.2 | 15.3 | 19.6 | 20.0 | 242.2 | 18.0 |
| 1205 Rape or Colza Seeds | 10.6 | 24.7 | 17.8 | 16.9 | 8.7 | 6.6 | 7.8 | 0.0 | 197.5 | 8.0 |
| 0405 Butter and Other Fats and Oils Derived from Milk | 24.7 | 24.9 | 5.1 | 5.6 | 14.8 | 13.3 | 16.1 | 8.3 | 194.0 | 11.6 |
| 0402 Milk and Cream | 14.6 | 13.2 | 9.3 | 6.8 | 8.0 | 7.4 | 6.7 | 9.8 | 176.7 | 7.7 |
| 1302 Vegetable Saps & Extracts | 5.2 | 6.4 | 6.5 | 6.0 | 7.5 | 9.1 | 8.9 | 11.4 | 146.3 | 8.6 |
| 0203 Meat of Swine, Fresh, Chilled or Frozen | 7.7 | 6.7 | 5.8 | 5.0 | 6.8 | 6.4 | 6.8 | 11.1 | 139.5 | 7.2 |
| 0811 Fruit & Nuts | 8.8 | 8.9 | 8.7 | 8.8 | 11.9 | 9.9 | 8.9 | 5.0 | 130.3 | 8.9 |
| 0102 Bovine Animals, Live | 10.8 | 6.7 | 6.9 | 3.5 | 2.8 | 6.4 | 7.0 | 5.0 | 122.3 | 5.0 |
| 1208 Flour & Meal of Oil Seed & Olea Fruit (no Mustard) | 3.0 | 7.7 | 7.7 | 6.3 | 9.5 | 12.2 | 5.4 | 3.7 | 72.8 | 7.4 |
| 0810 Miscellaneous Fresh Fruit | 4.5 | 5.0 | 2.8 | 3.5 | 4.1 | 4.5 | 4.3 | 3.4 | 63.4 | 4.0 |
| 0710 Vegetables, Frozen | 3.7 | 2.0 | 1.7 | 3.8 | 10.7 | 4.0 | 5.9 | 5.3 | 62.4 | 5.9 |
| 0504 Animal Guts, Bladders, Stomachs & Parts | 2.7 | 4.0 | 5.9 | 5.3 | 5.3 | 8.5 | 10.0 | 6.0 | 59.8 | 7.0 |
| 0701 Potatoes (except Sweet Potatoes), Fresh Or Chilled | 4.1 | 3.9 | 2.2 | 1.8 | 3.0 | 3.6 | 3.2 | 4.8 | 51.6 | 3.3 |
| 0210 Meat & Edible Offal Salted, Dried Etc. & Flour & Meal | 2.8 | 0.4 | 0.9 | 3.0 | 1.9 | 2.3 | 1.7 | 2.1 | 50.9 | 2.2 |
| 0813 Miscellaneous Dried Fruit; Mixtures Of Nuts Or Dried Fruit | 3.1 | 4.4 | 4.8 | 1.5 | 1.3 | 0.9 | 2.4 | 3.8 | 43.6 | 2.0 |
| 0403 Buttermilk, Yogurt, Kephir Etc. | 1.9 | 1.9 | 1.7 | 2.0 | 2.3 | 1.1 | 2.6 | 1.9 | 38.4 | 2.0 |
| 0901 Coffee, Etc. | 0.8 | 0.8 | 0.8 | 2.1 | 3.5 | 4.1 | 8.6 | 6.5 | 28.7 | 4.9 |
| 1210 Hop Cones | 0.1 | 0.7 | 1.2 | 1.8 | 1.9 | 3.0 | 2.7 | 2.9 | 16.4 | 2.4 |

*Selected subcategories are those with an average of more than \$2 million in exports in the last five years.

Source: U.S. Census Bureau, <https://www.census.gov/foreign-trade/data/index.html>