



"Learning from our Past, Cultivating our Future"
February 19, 2009

Colorado's Agricultural Exports

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Colorado's agricultural exports grew 36 percent in 2007 from 2006 resulting in record agricultural exports. Colorado's agricultural exports grew in 2007 with continuing world grain demand and Asian markets beginning to return as key markets for Colorado and U.S. beef.

COLORADO AGRICULTURAL EXPORTS					
Value in US \$ Millions					
Product	2005	2006	2007	2008 ¹	2009 ¹
Live Animals and Meat, exc Poultry	316.7	427.1	580.9	755.2	808.0
Hides and Skins	141.0	159.7	147.5	150.5	150.5
Wheat, feed grains, fodders and products	290.1	320.1	563.0	654.0	687.9
Vegetables, fruits and products	79.3	82.0	77.2	87.2	96.8
Other	68.8	80.4	84.6	93.3	93.3
Seeds, Sunflower seed and oil	14.5	13.0	11.5	11.5	11.5
Fats, Oils and Greases	27.2	28.1	42.7	47.0	48.4
Dairy Products	6.3	15.4	25.3	41.0	36.9
TOTAL	943.9	1125.8	1532.7	1839.6	1933.3

¹ 2008 projections and 2009 forecast based on USDA Economic Research Service Outlook for U.S. Agricultural Trade

Colorado's agricultural exports are projected to continue to grow in 2008 and 2009, growing an additional 20.5 percent in 2008 and an additional 5 percent in 2009. Global production output in wheat and other grains will remain a factor in 2009 exports. World grain demand is projected to remain strong with continuing tight global stock on hand impacting world demand and prices.

Export Sectors

Colorado's beef and meat exports represent Colorado's largest agricultural export sector. Colorado's exports have continued to recover from market closures in 2004 with the discovery of BSE in the U.S. The Canadian and Mexican markets have returned and now represent the largest markets for US and Colorado beef. The Japan market has allowed limited beef imports (age restricted) and in the third quarter of 2008, Korea has opened to U.S. imports as well. In 2003, these two markets represented over \$170 million in Colorado exports. Future growth in Colorado's beef exports will partially depend on the further opening of these two critical markets. Hides continue to represent a \$150 million element of Colorado's beef processing industry sales.

Colorado's wheat industry rebounded from a long drought with near record harvest in 2007. In addition, the U.S. and world market prices for wheat increased to record prices as well, resulting in very strong exports for Colorado and U.S. wheat.

Top Markets

Colorado's top export markets shifted slightly in 2007 with Canada becoming the state's largest export market, followed by Mexico. Canada's increase in beef imports propelled them to Colorado's top export market. Japan's return to beef imports and grain imports maintained their third ranking.

Colorado's top agricultural export markets (values in \$ millions)			
	2005	2006	2007
Canada	199.9	267.5	343.5
Mexico	225.1	272.4	245.2
Japan	93.3	104.1	185.6
EU	58.7	66.6	88.2
Taiwan	50.7	67.2	86.6
China	46.3	67.7	64.5
Korea	35.2	41.2	55.1
Hong Kong	19.6	13.3	13.5
Middle East	33.7	37.6	77.3
TOTAL	943.8	1,125.8	1,532.8

Colorado is the third largest U.S. exporting state for beef products from the U.S. following Texas and Kansas. For the Canadian market, Colorado is second only to Kansas as a supplier of beef. While Mexico remains the largest export market overall for U.S. beef products Mexico is the second largest market for Colorado beef and Colorado is second only to Texas as the primary supplier of beef to this critical market. Colorado's exports to Japan make the state the third largest supplier of beef to Japan.

Colorado's Agricultural Export Outlook

Colorado's 2009 exports continue to show a slight growth over 2008, continuing to gain sales in Asian beef markets as the U.S. government negotiates additional market access for Colorado and U.S. beef. The total exports for U.S. agricultural products are forecast to be down about one percent in 2009 from record highs in 2008, due to anticipated lower global prices and a reduction in soybean and soy meal product exports. The increase in 2008 and 2009 U.S. agricultural exports will result in record trade balances in agricultural products, increasing from \$12 billion in 2007 to over \$30 billion in 2008 and 2009.