

International Marketing and Trade Statistics

3/11/2021

*Trade data range Jan. 1 to Dec. 31, 2020

The Kansas Department of Agriculture Division of Agricultural Marketing offers a variety of programs and services to assist Kansas farmers, ranchers and agribusinesses market their products and services overseas. On average, Kansas agricultural exports account for one-third of total exports leaving the state.

KDA international marketing services include: assisting with overall international marketing strategies and plans; assisting with market research and basic understanding of export/import protocols and regulations; hosting foreign buying teams; leading industry-specific trade missions; and membership in national and international trade associations that give Kansas farmers, ranchers and agribusinesses access to a variety of programs and services. Memberships include:

- Food Export Association of the Midwest
- U.S. Grains Council
- U.S. Livestock Genetics Export, Inc.
- U.S. Meat Export Federation

In the past five years, organized inbound and outbound trade missions and meetings promoting the Kansas agriculture industry have been held with representatives from the following countries: Argentina, Australia, Azerbaijan, Bulgaria, Brazil, Canada, China, Colombia, Costa Rica, Croatia, Cuba, Ethiopia, France, Ghana, Guatemala, Indonesia, Israel, Japan, Kazakhstan, Korea, Kyrgyzstan, Madagascar, Mexico, Moldova, Mozambique, Nepal, Nigeria, Pakistan, Panama, Paraguay, Peru, Philippines, Russia, Rwanda, Serbia, South Africa, Spain, Taiwan, Tajikistan, Tanzania, Thailand, Turkey, Ukraine, Uruguay and Zambia.

Year	Agricultural Exports
2016	\$3,465,295,787
2017	\$3,634,471,709
2018	\$3,831,353,977
2019	\$3,830,776,684
2020	\$4,045,269,938

Rank	Product	2020 Exports	Percent
1	Meat, Edible Offal	\$1,603,078,974	39.63%
2	Cereals	\$997,917,731	24.67%
3	Oil Seed	\$640,283,088	15.83%
4	Residues, Wastes	\$269,216,857	6.66%
5	Dairy Products	\$124,838,488	3.09%
6	Beverages, Vinegar	\$99,452,998	2.46%
7	Fats, Animal, Vegetables	\$86,671,785	2.14%
8	Misc Edible Preps	\$51,321,928	1.27%
9	Milling Products	\$50,379,748	1.25%
10	Cereal, Flour, Starch	\$39,312,555	0.97%
	Other	\$82,795,786	2.05%
	Total	\$4,045,269,938	

Rank	Country	2020 Exports	Percent
1	Mexico	\$1,451,106,666	35.87%
2	Japan	\$678,151,343	16.76%
3	South Korea	\$332,291,999	8.21%
4	China	\$330,562,496	8.17%
5	Canada	\$303,709,281	7.51%
6	Taiwan	\$201,752,508	4.99%
7	Brazil	\$99,781,731	2.47%
8	Vietnam	\$88,399,905	2.19%
9	Hong Kong	\$88,244,363	2.18%
10	Malaysia	\$84,862,980	2.10%

Kansas exported to 89 countries in 2020.

All data collected by Euromonitor International.

The mission of the KDA Agricultural Marketing, Advocacy and Outreach Team is to serve all Kansans through innovative programming and delivering solutions designed to create an environment that facilitates growth and expansion in agriculture while increasing pride in and awareness of the state's largest industry – agriculture.