



# Minnesota Agricultural Exports

Christina Connelly, International Trade Manager

October 18<sup>th</sup>, 2013

MFAC Quarterly Meeting

# Minnesota Agriculture - The Big Picture

- Minnesota Population: *5.3 million*  
(*rural 27%, urban 73%*)
- Farmland:  
*27 million acres*  
(*53% of total land area*)
- Number of farms:  
*79,800*
- Average farm size:  
*336 acres*

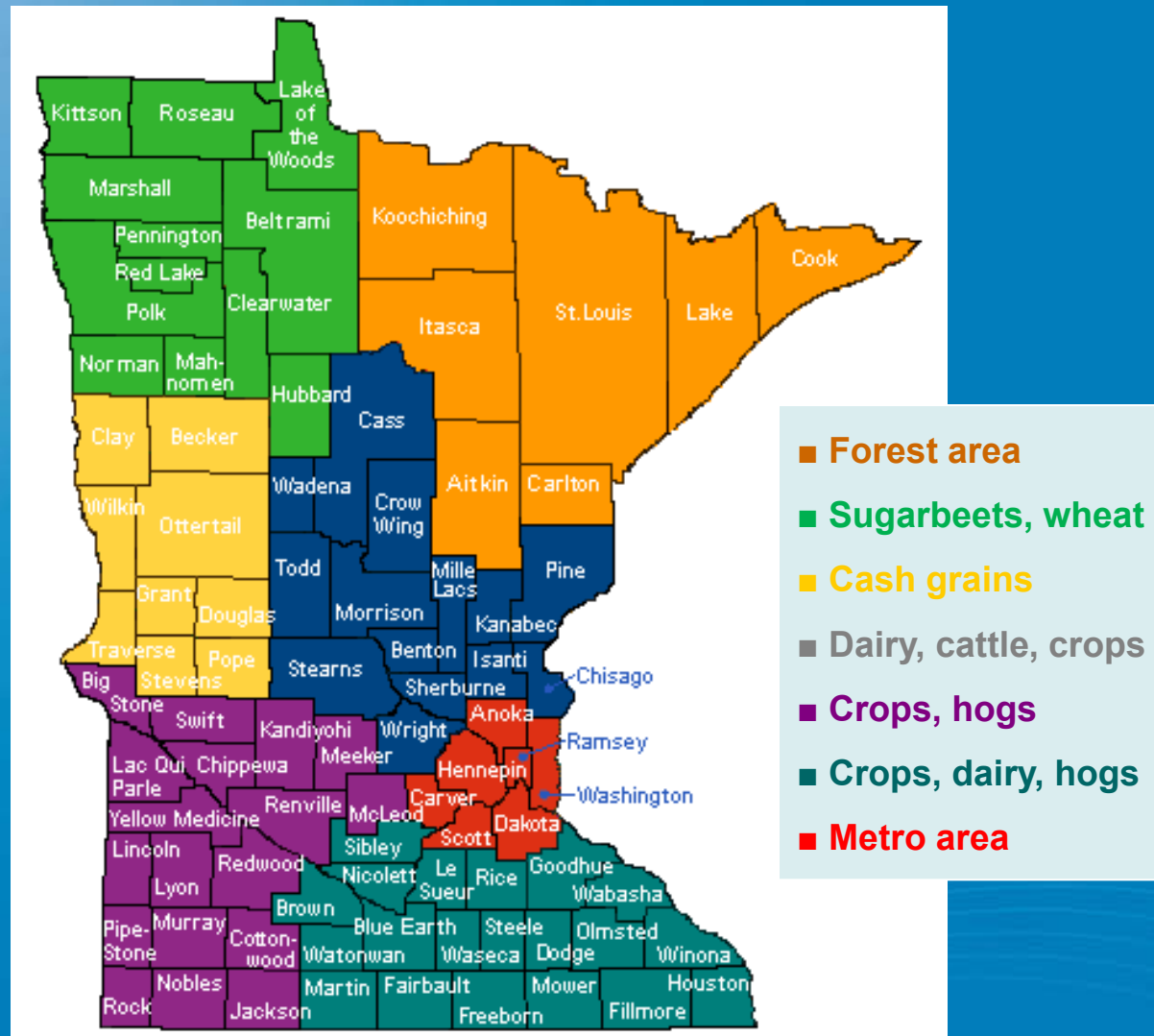


# Minnesota Agriculture

- Agricultural marketing: *\$18.5 billion (2011)*  
*National ranking: No. 6*
  - *Crops: \$11.5 billion (62% of total)*
  - *Livestock: \$7 billion (38% of total)*
- Major crops:  
*Corn, soybeans, sugarbeets, wheat, potatoes, hay*
- Major livestock:  
*Hogs, dairy, beef, poultry*



# What do we produce, and where?

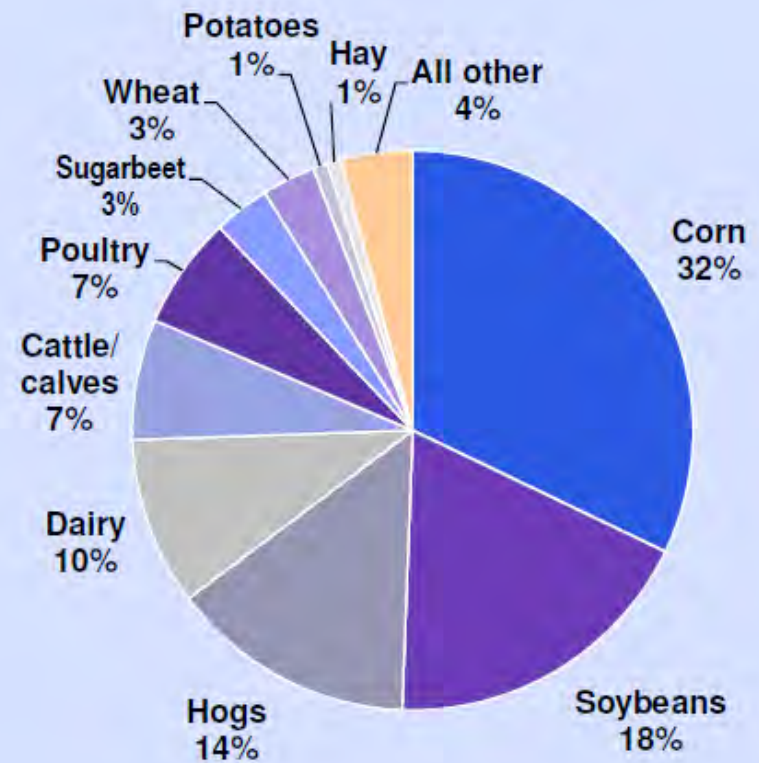
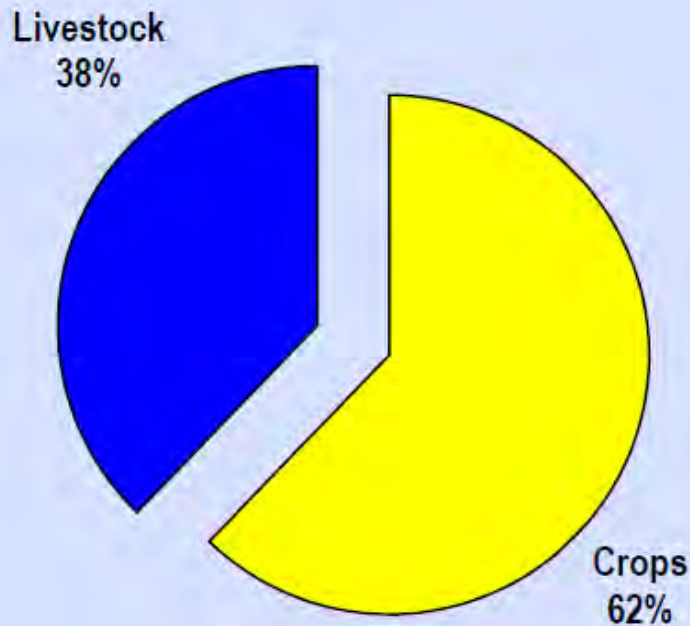


# Minnesota is a giant among U.S. agricultural states

- 5<sup>th</sup> largest producer of ag products overall
- No. 5 in crop production
- No. 7 in livestock production
- Top 10 in more than 20 agricultural products
  - #1 in turkey, sugar beets, oats, sweet corn and green peas for processing
  - #2 in wild rice
  - #3 in soybeans, hogs, spring wheat, canola,
  - #4 in corn, dry edible beans, flaxseed
  - #5 in sunflowers, ice cream, mink pellets
  - #6 in milk, red meat, cheese, honey
  - #7 in potatoes
  - #9 in barley, cattle

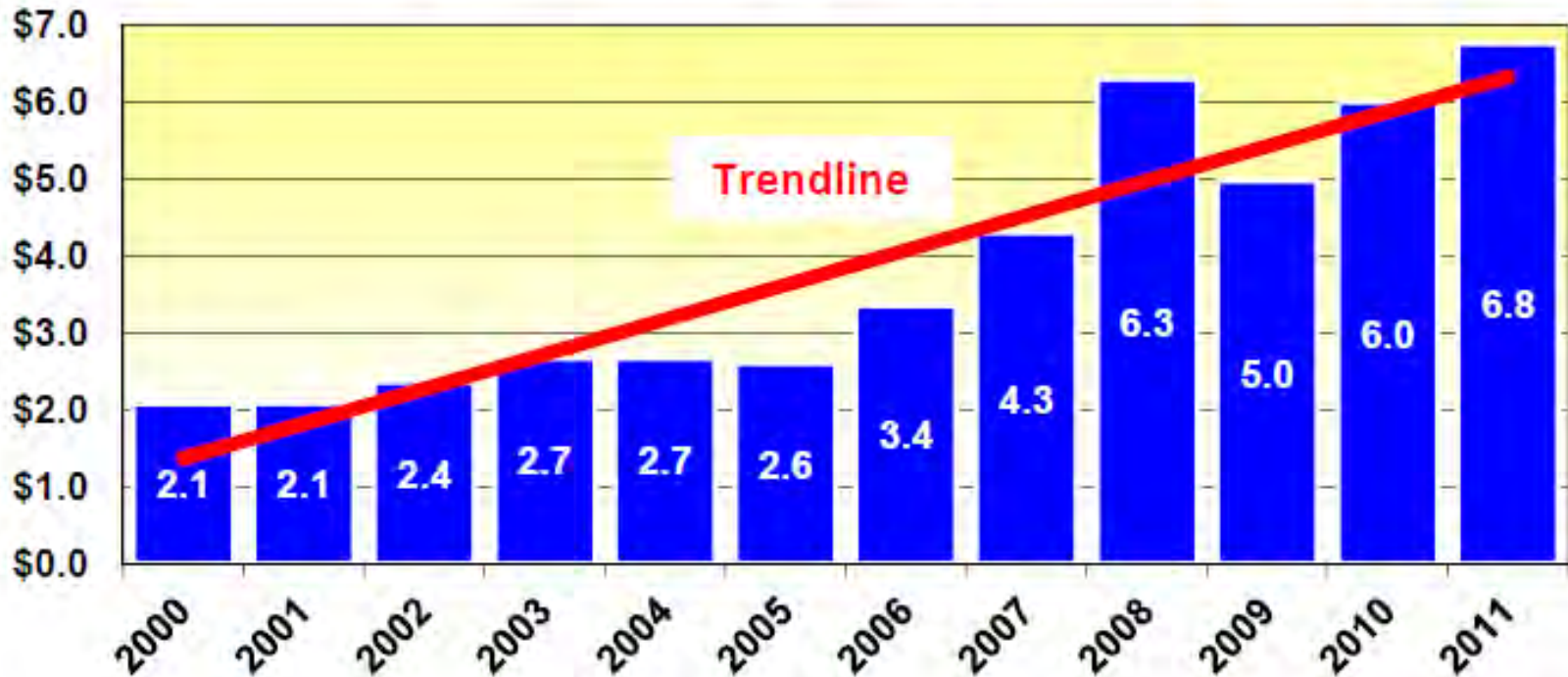
# Minnesota Agriculture

## Agricultural Marketing: *%-share by sector*

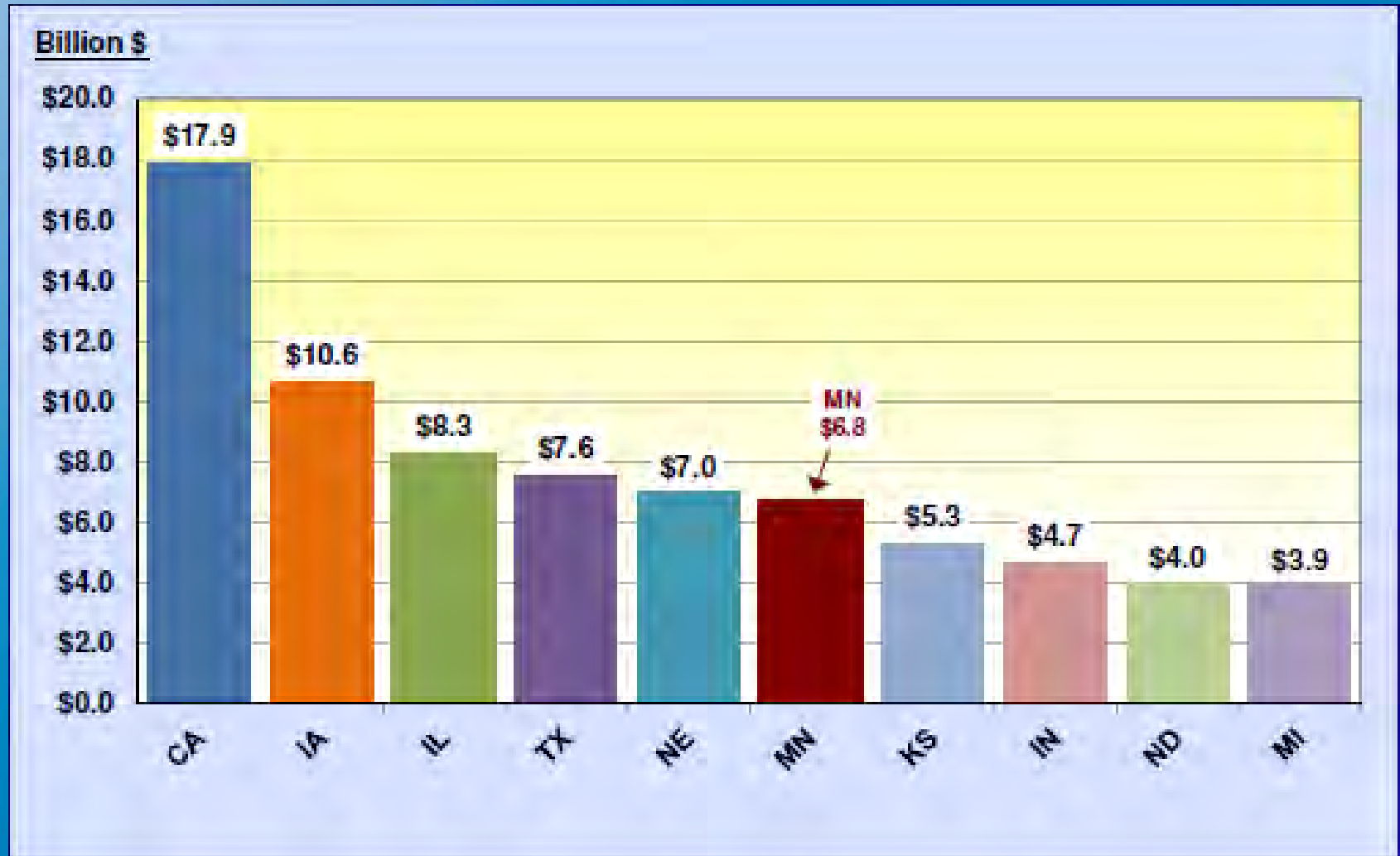


# 1 out of every 3 farm acres in Minnesota is EXPORTED

Minnesota Agricultural Export Trends (\$ Billion)

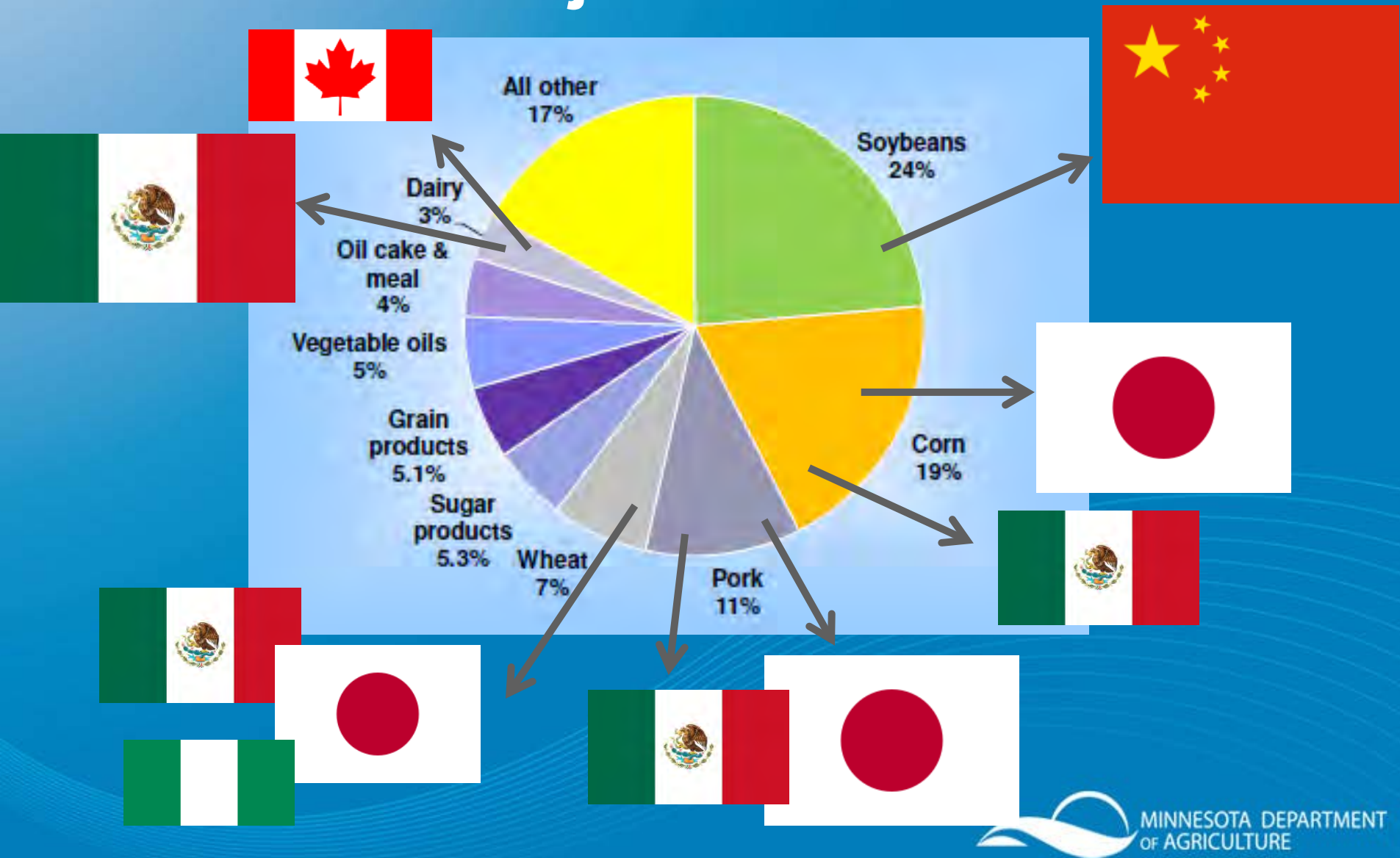


# MN is the 6<sup>th</sup> largest ag exporting state!





# Minnesota Commodity Exports – Major Markets



# Fortune 500/ Processing companies

**MN Fortune 500 Ag and Food Companies by State Ranking and Revenue**

State Ranking	Company Name	Fortune 500 Ranking	Revenues (\$ billions)
4	Supervalu	75	37.5
5	CHS	78	36.9
9	General Mills	181	14.9
10	Land O' Lakes	210	12.8
13	C.H. Robinson Worldwide	259	10.3
14	Mosaic	268	9.9
15	Hormel Foods	327	8.0
19	Nash Finch	498	4.8

**MN Ag and Food Companies on Forbes' List of America's Largest Private Companies**

State Ranking	Company Name	Forbes 500 Ranking	Revenues (\$ billions)
1	Cargill	1	133.9
2	Scoular	63	4.9
3	Schwan Foods	101	3.7
11	Michael Foods	332	1.8
16	Davisco Foods Int.	436	1.0

# Animal Feed Mission to Vietnam - 2011



# India Market Consulting and Buyers Mission



# Gulfood - 2013



ستار بکس کافیہ  
STARBUCKS COFFEE



**MINNESOTA**  
DEPARTMENT OF  
**AGRICULTURE**

[www.mda.state.mn.us](http://www.mda.state.mn.us)

**THANKS!**

Christina Connelly

651-201-6220

[christina.connelly@state.mn.us](mailto:christina.connelly@state.mn.us)