



2021 Kansas Agricultural Exports

INTERNATIONAL MARKETING AND TRADE STATISTICS

MARCH 21, 2022

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

Kansas Department of Agriculture 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.

Kansas Ag Exports, 2017-2021

Year	Agricultural Exports
2021	\$5,353,740,850
2020	\$4,023,347,596
2019	\$3,840,472,378
2018	\$3,799,178,988
2017	\$3,636,185,417

Calendar Year 2021 Kansas Ag Exports, By Product

Rank	Product	2021 Exports	Percent
1	Meat, Edible Offal	\$2,061,583,767	38.51%
2	Cereals	\$1,515,687,180	28.31%
3	Oil Seed	\$626,717,741	11.71%
4	Residues, Wastes	\$371,924,779	6.95%
5	Beverages, Vinegar	\$280,901,240	5.25%
6	Fats, Animal, Vegetable	\$130,821,422	2.44%
7	Dairy Products	\$113,119,186	2.11%
8	Milling Products	\$57,980,059	1.08%
9	Misc Edible Preps	\$57,959,963	1.08%
10	Animal products	\$32,547,105	0.61%
	Other	\$97,358,741	1.82%
	Total	\$5,353,740,850	

Calendar Year 2021 Kansas Ag Exports, By Country

Rank	Country	2021 Exports	Percent
1	Mexico	\$1,912,397,221	35.72%
2	Japan	\$822,787,627	15.37%
3	China	\$701,304,962	13.10%
4	South Korea	\$332,660,498	6.21%
5	Taiwan	\$224,679,788	4.20%
6	Canada	\$134,421,818	2.51%
7	Hong Kong	\$92,211,727	1.72%
8	Malaysia	\$45,380,910	0.85%
9	Vietnam	\$37,186,470	0.69%
10	Brazil	\$11,213,101	0.21%

Kansas exported to 93 foreign markets in 2021.

Source: [Euromonitor International](#)

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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

agriculture.ks.gov/KSAG