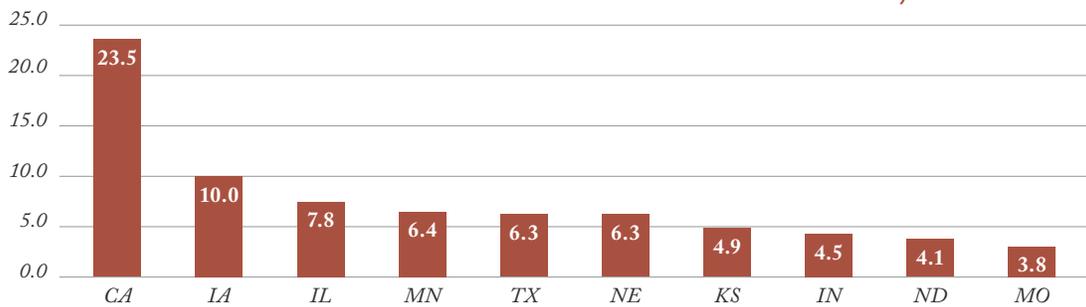


## BACKGROUND

Nebraska exported agricultural commodities worth \$6.3 billion in 2019 according to the USDA Economic Research Service, a decline of more than one-half billion dollars from the amount exported in 2018. In fact, 2019 yielded the lowest Nebraska agricultural exports since 2010 when they equaled \$5.3 billion. Nebraska was again the sixth-largest agricultural exporting state (Figure 1). A decline in the value of exports among states was not unusual in 2019. Of the six-largest agricultural exporting states, only California saw an increase in exports in 2019.

Nebraska topped the nation in exports of beef, was the second-largest exporter of hides and skins, the third-largest exporter of corn, feed, and processed grain products, and the fifth-largest exporter of soybeans, soybean meal, and vegetable oil. Other Nebraska products exported included ethanol, popcorn, wheat, pork, dry edible beans, and a host of other commodities and processed products. Table 1 lists Nebraska export values of select commodities and processed products between 2016 and 2019. Figure 2 tracks Nebraska export values of several Nebraska commodities from 2000 through 2019. Exports are a growing part of Nebraska’s agricultural sales—exports in 2019 were 2.7 times larger than those in 2000. The value of exports now consistently accounts for 30 percent of the state’s total agricultural receipts.

**FIGURE 1. TOP TEN AGRICULTURAL EXPORT STATES, 2019**



Source: USDA Economic Research Service

**TABLE 1. NEBRASKA AGRICULTURAL EXPORTS, 2016-2019 (MILLIONS \$)**

	Beef	Pork	Corn	Soybeans	Hides	Soy Meal	Wheat	Vegetable Oils	Total Ag Exports*
<b>2019</b>	\$1,288.9	\$275.4	\$958.7	\$1,357.3	\$135.5	\$319.3	\$150.5	\$188.9	\$6,293.9
<b>2018</b>	\$1,318.5	\$246.8	\$1,476.6	\$1,218.7	\$188.6	\$364.6	\$134.7	\$186.8	\$6,802.3
<b>2017</b>	\$1,102.0	\$250.9	\$1,036.8	\$1,548.9	\$235.4	\$281.3	\$151.0	\$201.4	\$6,349.0
<b>2016</b>	\$1,096.0	\$228.1	\$1,142.9	\$1,717.8	\$271.7	\$307.2	\$122.0	\$206.9	\$6,671.1

Source: USDA Economic Research Service

\*Total Ag Exports include all ag exports, not just those listed in Table 1.

The value of Nebraska agricultural exports in 2019 shrank \$508 million, or 7.5 percent, compared to 2018 exports. A number of key Nebraska commodities saw losses in export values compared to the prior year. Exports of pork, soybeans, wheat, and vegetable oil had gains with year-over-year increases of 12 percent, 11 percent, 12 percent, and 1 percent respectively. Alternatively, exports of corn showed the biggest declines compared to 2018, falling over \$500 million, or 35 percent. Beef exports were also off \$29 million; exports of hides and skins fell over \$50 million; and, ethanol and distillers grains were 13 percent and 9 percent lower respectively relative to 2018.

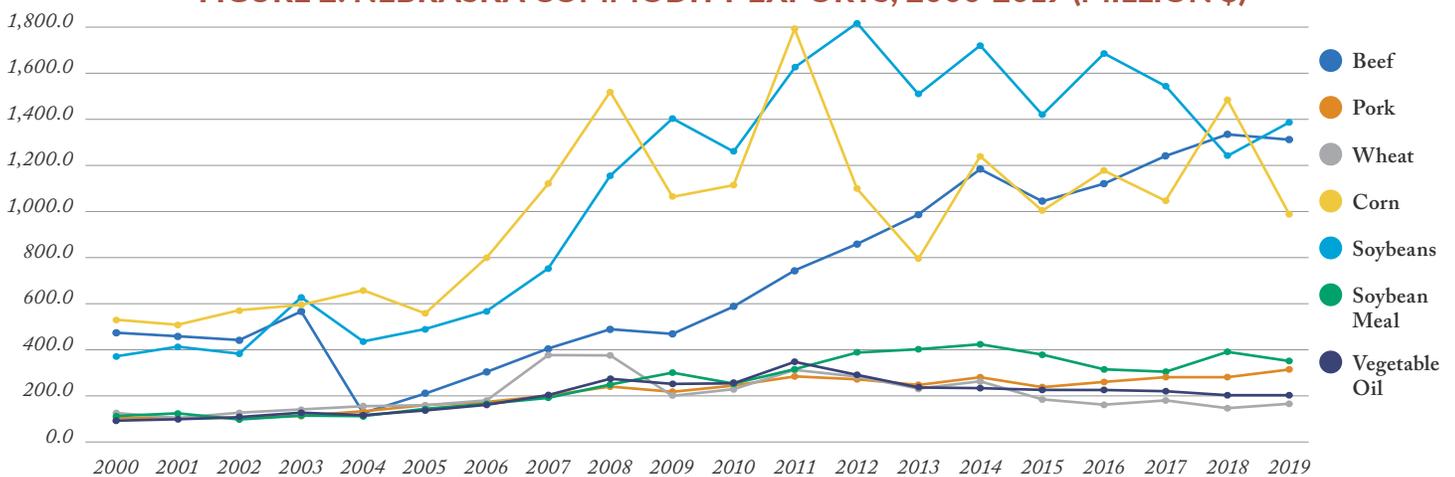
Several factors combined to hold down the value of Nebraska agricultural exports in 2019. For one, a few of the state's largest customers in southeast Asia, like Japan, entered the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) starting in 2019. This provided U.S. competitors an advantage selling into these countries in the form of lower tariffs, particularly on beef. Fortunately, Japan and the U.S. reached an agreement providing the U.S. similar tariff treatment as other countries, but it wasn't enough to overcome the slow start. Another strike against beef in 2019 was 2018 was a record year for U.S. beef exports. It was difficult for U.S. beef exports in 2019 to keep pace. All things considered, while beef exports were off, they still performed well in 2019.

Retaliatory tariffs were another factor in reducing Nebraska exports in 2019. Tariffs on steel and aluminum imposed by the U.S. prompted several trading partners to impose retaliatory tariffs on U.S. agricultural goods. Chinese retaliatory tariffs on U.S. agricultural products in response to U.S. tariffs on Chinese goods also became effective mid-2018. Most of these retaliatory tariffs remained in place in 2019 which slowed the flow of Nebraska exports in 2019.

Foreign competition and a strong dollar also contributed to fewer exports last year. As an example, the U.S. keep faced fierce competition from South American countries in recent years in world corn markets which has reduced U.S. export share and impacted Nebraska exports. Nebraska exports of corn were down 33 percent in 2019 compared to 2018. The South American competition and the lower value of their currencies relative to the U.S. dollar contributed to last year's corn exports downturn. The decline, though, comes after an increase of 42 percent in corn export value the year prior in 2018.

One positive for 2019 was the growth in pork exports. Growing demand from South Korea and China drove the larger overseas pork purchases. Wheat was the other shining star. Production concerns in other parts of the world and a growing world demand helped boost U.S. wheat exports. Nebraska soybean exports were also up 12 percent in 2019, reaching \$1.36 billion, but still well below the \$1.72 billion sold in 2016. No doubt the contentious relationship with China was still affecting soybean exports in 2019.

**FIGURE 2. NEBRASKA COMMODITY EXPORTS, 2000-2019 (MILLION \$)**



Source: USDA Economic Research Service

Nebraska's North American NAFTA neighbors Canada and Mexico were the top export markets for Nebraska commodities in 2019, purchasing \$952 million and \$879 million respectively. Purchases of corn, beef, and soybeans by these two countries led to their being the top purchasers. China's greater purchases of soybeans last year resulted in it being the third largest purchaser of Nebraska products. The European Union, Japan, and South Korea round out the top six.

**TABLE 2. TOP MARKETS FOR NEBRASKA AGRICULTURAL EXPORTS IN 2019 (MILLION \$)**

Canada	Mexico	China	European Union	Japan	South Korea
\$952	\$879	\$635	\$540	\$539	\$345

Source: NEFB estimates based on USDA ERS data

## VALUE OF AGRICULTURAL EXPORTS TO NEBRASKA PRODUCERS

The value international trade contributes to Nebraska producers can be measured in many ways. One way is to show export value on a per-unit basis. A per-unit basis expresses the value of commodity exports in terms similar to prices received by farmers and ranchers. Table 3 shows the estimated per-unit values of Nebraska exports in 2019 for select commodities. The per-unit values were calculated by dividing 2019 export values for each commodity by the respective 2019 crop production or livestock inventory. The per-unit value for soybeans includes the value of soybean meal and vegetable oil exports; the per-unit value of corn includes the value of ethanol and distillers dried grains exports; and, the per-unit value of beef includes the value of exports of hide and skins. These processed goods are included to reveal the overall value of the exports attributable to that commodity. The resulting figures provide a reasonable representation of the value of agricultural exports to Nebraska producers.

**TABLE 3. PER-UNIT VALUE OF NEBRASKA EXPORTS, 2016-2019\***

	Soybeans**	Beef**	Corn**	Pork	Wheat
<b>2019</b>	\$6.78/bu.	\$209.47/hd.	\$0.84/bu.	\$71.53/hd.	\$2.58/bu.
<b>2018</b>	\$5.58/bu.	\$221.63/hd.	\$1.22/bu.	\$69.33/hd.	\$2.78/bu.
<b>2017</b>	\$5.66/bu.	\$226.30/hd.	\$0.96/bu.	\$72.72/hd.	\$3.23/bu.
<b>2016</b>	\$6.27/bu.	\$169.22/hd.	\$1.03/bu.	\$68.00/hd.	\$2.04/bu.

*\*Estimates based on export data and USDA National Agricultural Statistics Service commodity production or animal inventory data.*

*\*\*Includes value of soybean meal, vegetable oil, ethanol, distillers dried grains, and hides & skins in per-unit value estimates.*

Other means to measure the value of exports to producers, includes apportioning export values by county or on a per-farm basis in each county. Each county is unique in the commodities produced, processed, and sold. Thus, the importance of export markets for counties and the sensitivity of a county's agriculture to these markets will vary. For this analysis, each county's total export value was calculated by apportioning state commodity export values to counties based on each county's share of total state production. These values were then summed across commodities to estimate the total value of exports for a county. Commodities included in the analysis were corn, beef, pork, soybeans, soybean meal, vegetable oil, wheat, hides and skins, ethanol, and distillers' grains. The per-farm export value for each county was calculated by dividing the estimated total county export value by the number of farms in the county reported in the 2017 USDA Census of Agriculture.

Both estimates should be "taken with a grain of salt" and are not meant to denote exact dollar figures for county exports or per-farm export values. Tracing the value of commodity exports to a county is fraught with difficulty. For example, a commodity could be produced in one county, sold to an elevator in another county, and processed in a third county, dispersing the value of the exports across all three counties. Instead, the estimates in this analysis are meant to provide a limited understanding or hint of the significance of exports to Nebraska counties and producers. The appendix provides a discussion of the approach used and difficulties of tracing export value for those readers interested. Finally, not all counties have estimates for each commodity because data was not available for some counties.

Table 4 lists the estimated 2019 total value of exports for each county in comparison to the 2018 along with the year-to-year changes. Table 5 lists the estimated per-farm export value for both years and the year-to-year changes. Comparisons between 2018 and 2019 could not be made for every county because data was not available across all commodities in every county for both years. These counties are denoted with an "n/a" in the columns showing the differences between the two years. Figure 3 plots the county total export values for 2019 on a map and Figure 4 plots the per-farm values. Finally, Figures 5 and 6 map county gains/losses in total export value and per-farm values.

Platte County reclaimed the top spot in value received from agricultural trade in 2019, surpassing Custer County, the top export county in 2018. Platte County saw an estimated \$172 million in value from agricultural trade in 2019. The figure, though, is off compared to the \$176 million estimated for Custer County in the prior year. Cuming and Custer Counties

followed Platte County with estimated values from export sales of \$162 million and \$159 million respectively. Antelope, Holt, and Boone Counties all had estimated export values exceeding \$124 million. In total, 15 Nebraska counties derived more than \$100 million in value from export sales, down one county from 2018.

Only four counties saw increases in export values between 2018 and 2019—Gage, Otoe, Jefferson, and Cheyenne Counties. Of these, soybeans were the predominant export in three of the counties, and wheat in the other county. Growth in exports of these commodities helped push these four counties into positive growth territory for 2019. Gage County saw the largest increase of \$4.7 million. Dixon County saw the largest decline in estimated export value year-to-year of \$37 million. Dawson, Hall, and Chase Counties also saw losses exceeding \$20 million compared to 2018. Declines in exports of corn and beef played a large role in the losses experienced in most counties. Of the ten counties which saw the largest year-to-year declines, corn or beef exports were the predominant export commodities. In all, 77 counties saw declines in export values between the two years.

The importance of trade looks different when measured on a per-farm basis. As in past years, Phelps County scores as the most reliant on trade with an export value per-farm of \$292,000. Other counties heavily reliant on trade on a per-farm basis were Kearney, Boone, Platte, Fillmore, and Cuming Counties, each with a per-farm value of trade exceeding \$200,000. The diversity of commodities produced along with the size and productivity of farms in these counties contributes to the high per-farm export values.

**TABLE 4. ESTIMATED TOTAL AGRICULTURAL EXPORT VALUE, 2018 - 2019**

County	2019 Total Export Value	2018 Total Export Value	\$ +/-	County	2019 Total Export Value	2018 Total Export Value	\$ +/-
Platte	\$172,322,834	\$166,151,079	n/a	Colfax	\$79,145,910	\$82,598,023	-\$3,452,113
Cuming	\$161,573,643	\$167,168,358	-\$5,594,714	Seward	\$78,703,876	\$81,229,226	-\$2,525,350
Custer	\$158,584,315	\$175,682,827	-\$17,098,512	Saline	\$78,148,924	\$81,874,336	-\$3,725,413
Antelope	\$130,163,007	\$140,562,104	-\$10,399,097	Pierce	\$76,753,979	\$86,560,258	-\$9,806,278
Holt	\$124,318,886	\$144,518,621	-\$20,199,735	Lancaster	\$73,575,436	\$74,430,436	-\$855,000
Boone	\$124,005,922	\$126,804,420	-\$2,798,498	Jefferson	\$73,020,118	\$71,447,555	\$1,572,563
Dawson	\$115,753,041	\$142,217,782	-\$26,464,742	Otoe	\$72,593,056	\$68,099,259	\$4,493,797
Lincoln	\$114,557,849	\$126,865,081	-\$12,307,232	Wayne	\$72,413,968	\$75,352,381	-\$2,938,413
Gage	\$113,398,644	\$108,660,113	\$4,738,531	Thayer	\$71,970,632	\$78,732,086	-\$6,761,455
Cedar	\$109,751,335	\$116,744,512	-\$6,993,177	Burt	\$71,276,282	\$78,288,166	-\$7,011,883
Phelps	\$108,276,209	\$125,608,508	-\$17,332,299	Cass	\$63,968,389	\$73,282,822	n/a
Saunders	\$102,108,136	\$106,811,146	n/a	Cherry	\$63,576,551	\$68,487,970	-\$4,911,419
York	\$96,906,834	\$108,091,253	-\$11,184,419	Nuckolls	\$59,643,515	\$63,131,430	-\$3,487,916
Buffalo	\$96,470,529	\$111,864,502	-\$15,393,973	Stanton	\$59,533,209	\$66,384,798	-\$6,851,589
Knox	\$93,992,638	\$101,688,761	-\$7,696,123	Richardson	\$58,830,304	\$59,389,389	-\$559,085
Fillmore	\$89,065,975	\$95,801,174	-\$6,735,199	Merrick	\$56,343,604	\$65,710,953	-\$9,367,349
Kearney	\$84,121,624	\$96,654,438	-\$12,532,814	Hall	\$56,077,641	\$81,348,800	-\$25,271,159
Polk	\$82,627,758	\$89,135,798	-\$6,508,040	Chase	\$56,044,119	\$76,768,026	-\$20,723,907
Dodge	\$81,768,764	\$83,163,320	-\$1,394,555	Thurston	\$55,124,226	\$58,738,799	n/a
Hamilton	\$81,760,151	\$95,004,698	-\$13,244,547	Webster	\$52,360,030	\$58,662,599	-\$6,302,570
Clay	\$81,491,462	\$91,866,256	-\$10,374,794	Harlan	\$52,080,782	\$52,363,944	-\$283,162
Madison	\$80,682,380	\$81,422,663	-\$740,283	Howard	\$48,395,824	\$55,258,847	-\$6,863,023
Butler	\$79,707,679	\$88,858,844	-\$9,151,166	Valley	\$46,884,826	\$55,868,116	-\$8,983,291
Adams	\$79,510,948	\$100,001,073	-\$20,490,125	Perkins	\$46,263,815	\$62,578,200	-\$16,314,385

**TABLE 4. ESTIMATED TOTAL AGRICULTURAL EXPORT VALUE, 2018 - 2019**

County	2019 Total Export Value	2018 Total Export Value	\$ +/-	County	2019 Total Export Value	2018 Total Export Value	\$ +/-
Washington	\$45,578,067	\$49,677,902	-\$4,099,834	Boyd	\$26,760,531	\$29,631,099	n/a
Morrill	\$44,089,859	\$49,779,998	-\$5,690,138	Cheyenne	\$25,910,789	\$25,056,963	\$853,826
Greeley	\$43,929,408	\$47,708,026	-\$3,778,617	Rock	\$25,820,652	\$27,342,365	n/a
Nance	\$42,449,123	\$46,587,539	n/a	Hitchcock	\$23,422,238	\$25,376,498	-\$1,954,260
Nemaha	\$41,944,462	\$46,568,368	-\$4,623,906	Sioux	\$23,233,678	\$25,495,747	-\$2,262,069
Franklin	\$41,038,830	\$47,711,630	-\$6,672,800	Garden	\$20,386,223	\$21,945,038	-\$1,558,815
Brown	\$40,764,298	\$47,144,866	n/a	Deuel	\$16,766,394	\$16,828,864	-\$62,471
Dundy	\$40,524,529	\$46,873,247	-\$6,348,718	Keya Paha	\$15,894,795	\$18,182,396	-\$2,287,602
Red Willow	\$39,764,423	\$54,465,512	n/a	Banner	\$15,318,364	\$15,353,086	-\$34,722
Sherman	\$38,716,477	\$45,175,429	-\$6,458,952	McPherson	\$14,987,207	\$17,873,541	-\$2,886,334
Box Butte	\$36,377,147	\$41,664,523	-\$5,287,376	Dawes	\$14,450,405	\$15,925,185	-\$1,474,779
Pawnee	\$34,776,368	\$36,353,546	-\$1,577,178	Garfield	\$13,572,594	\$15,304,087	-\$1,731,493
Gosper	\$34,193,617	\$45,017,377	-\$10,823,760	Kimball	\$13,375,846	\$16,519,014	-\$3,143,168
Sheridan	\$34,112,833	\$38,185,603	-\$4,072,770	Douglas	\$12,978,303	\$14,520,282	n/a
Frontier	\$33,646,431	\$44,116,632	n/a	Logan	\$12,214,531	\$15,611,374	-\$3,396,843
Furnas	\$33,228,324	\$53,619,783	-\$20,391,459	Blaine	\$9,112,055	\$9,640,878	-\$528,823
Scotts Bluff	\$32,023,106	\$43,203,345	-\$11,180,239	Arthur	\$7,541,011	\$7,978,658	-\$437,647
Keith	\$31,108,963	\$43,599,810	-\$12,490,847	Grant	\$7,541,011	\$7,978,658	-\$437,647
Johnson	\$30,032,838	\$31,179,583	n/a	Sarpy	\$6,336,233	\$17,805,949	-\$11,469,716
Dakota	\$29,704,747	\$32,821,282	-\$3,116,535	Loup	\$6,074,703	\$6,430,601	-\$355,898
Dixon	\$28,862,595	\$66,013,515	-\$37,150,920	Thomas	\$5,865,231	\$6,205,623	-\$340,392
Wheeler	\$28,278,792	\$29,919,966	-\$1,641,174	Hooker	\$4,922,605	\$5,208,290	-\$285,686
Hayes	\$26,835,448	\$33,639,618	-\$6,804,169				

Source: Nebraska Farm Bureau estimates.

**TABLE 5. ESTIMATED AGRICULTURAL EXPORT VALUE PER-FARM, 2018 - 2019**

County	2019 PerFarm Export Value	2018 PerFarm Export Value	\$ +/-	Top Export Commodity	County	2019 PerFarm Export Value	2018 PerFarm Export Value	\$ +/-	Top Export Commodity
Phelps	\$291,850	\$338,567	-\$46,718	Soybeans	Thayer	\$173,842	\$190,174	-\$16,332	Soybeans
Kearney	\$245,970	\$282,615	-\$36,646	Soybeans	Chase	\$172,443	\$236,209	-\$63,766	Soybeans
Boone	\$236,653	\$241,993	-\$5,341	Beef	Dawson	\$168,736	\$207,315	-\$38,578	Beef
Platte	\$206,128	\$198,745	n/a	Beef	Colfax	\$153,384	\$160,074	-\$6,690	Beef
Fillmore	\$202,884	\$218,226	-\$15,342	Beef	Brown	\$152,106	\$175,914	-\$23,808	Wheat
Cuming	\$200,962	\$207,921	-\$6,959	Soybeans	Dundy	\$151,211	\$174,900	-\$23,689	Soybeans
Polk	\$191,268	\$206,333	-\$15,065	Wheat	Wayne	\$149,307	\$155,366	-\$6,059	Soybeans
York	\$186,002	\$207,469	-\$21,467	Beef	Adams	\$145,892	\$183,488	-\$37,597	Beef
Harlan	\$185,341	\$186,349	-\$1,008	Beef	Custer	\$143,127	\$158,559	-\$15,432	Beef
Antelope	\$184,891	\$199,662	-\$14,771	Soybeans	Cedar	\$139,989	\$148,909	-\$8,920	Soybeans
Clay	\$184,788	\$208,314	-\$23,526	Soybeans	Hamilton	\$139,522	\$162,124	-\$22,602	Beef
Thurston	\$178,396	\$190,093	-\$11,698	Soybeans	Nuckolls	\$138,384	\$146,477	-\$8,093	Beef

**TABLE 5. ESTIMATED AGRICULTURAL EXPORT VALUE PER-FARM, 2018 - 2019**

County	2019 PerFarm Export Value	2018 PerFarm Export Value	\$ +/-	Top Export Commodity	County	2019 PerFarm Export Value	2018 PerFarm Export Value	\$ +/-	Top Export Commodity
McPherson	\$137,497	\$163,977	-\$26,480	Wheat	Boyd	\$93,568	\$103,605	-\$10,037	Beef
Burt	\$136,807	\$150,265	-\$13,459	Corn	Garden	\$92,245	\$99,299	-\$7,053	Soybeans
Wheeler	\$131,529	\$139,163	-\$7,633	Soybeans	Saunders	\$91,331	\$95,538	-\$4,207	Beef
Valley	\$129,516	\$154,332	-\$24,816	Soybeans	Frontier	\$90,691	\$118,913	-\$28,222	Soybeans
Franklin	\$129,460	\$150,510	-\$21,050	Beef	Blaine	\$90,218	\$95,454	-\$5,236	Soybeans
Webster	\$128,966	\$144,489	-\$15,524	Soybeans	Otoe	\$89,071	\$83,557	\$5,514	Soybeans
Jefferson	\$123,763	\$121,098	\$2,665	Soybeans	Furnas	\$88,139	\$142,228	-\$54,089	Soybeans
Pierce	\$122,806	\$138,496	-\$15,690	Corn	v Butte	\$84,402	\$96,669	-\$12,268	Soybeans
Madison	\$122,432	\$123,555	-\$1,123	Corn	Cass	\$83,510	\$95,669	-\$12,160	Corn
Hayes	\$121,979	\$152,907	-\$30,928	Soybeans	Seward	\$83,373	\$86,048	-\$2,675	Beef
Dodge	\$120,960	\$123,023	-\$2,063	Beef	Richardson	\$83,094	\$83,883	-\$790	Soybeans
Red Willow	\$119,413	\$163,560	-\$44,147	Beef	Hitchcock	\$81,327	\$88,113	-\$6,786	Pork
Gosper	\$119,142	\$156,855	-\$37,713	Corn	Arthur	\$79,379	\$83,986	-\$4,607	Soybeans
Greeley	\$119,050	\$129,290	-\$10,240	Beef	Howard	\$78,437	\$89,561	-\$11,123	Corn
Grant	\$117,828	\$124,667	-\$6,838	Soybeans	Sioux	\$75,680	\$83,048	-\$7,368	Soybeans
Rock	\$117,367	\$124,283	-\$6,917	Corn	Pawnee	\$75,601	\$79,029	-\$3,429	Beef
Merrick	\$116,653	\$136,048	-\$19,394	Corn	Deuel	\$74,517	\$74,795	-\$278	Soybeans
Nance	\$113,198	\$124,233	-\$11,036	Soybeans	Garfield	\$67,191	\$75,763	-\$8,572	Corn
Cherry	\$112,128	\$120,790	-\$8,662	Beef	Keya Paha	\$67,067	\$76,719	-\$9,652	Soybeans
Dakota	\$111,254	\$122,926	-\$11,672	Wheat	Thomas	\$65,169	\$68,951	-\$3,782	Beef
Perkins	\$110,679	\$149,709	-\$39,030	Beef	Sheridan	\$64,977	\$72,734	-\$7,758	Soybeans
Butler	\$110,246	\$122,903	-\$12,657	Beef	Banner	\$64,094	\$64,239	-\$145	Beef
Lincoln	\$110,152	\$121,986	-\$11,834	Beef	Washington	\$61,015	\$66,503	-\$5,488	Beef
Saline	\$108,994	\$114,190	-\$5,196	Soybeans	Johnson	\$59,826	\$62,111	-\$2,284	Beef
Holt	\$108,861	\$126,549	-\$17,688	Soybeans	Dixon	\$50,904	\$116,426	-\$65,522	Soybeans
Logan	\$104,398	\$133,431	-\$29,033	Soybeans	Hooker	\$50,749	\$53,694	-\$2,945	Soybeans
Stanton	\$104,261	\$116,261	-\$11,999	Corn	Loup	\$46,728	\$49,466	-\$2,738	Beef
Morrill	\$103,497	\$116,854	-\$13,357	Beef	Cheyenne	\$45,299	\$43,806	\$1,493	Soybeans
Nemaha	\$102,304	\$113,581	-\$11,278	Wheat	Scotts Bluff	\$42,136	\$56,847	-\$14,711	Beef
Buffalo	\$101,228	\$117,381	-\$16,153	Soybeans	Lancaster	\$41,196	\$41,674	-\$479	Soybeans
Sherman	\$100,824	\$117,644	-\$16,820	Soybeans	Douglas	\$35,363	\$39,565	-\$4,202	Soybeans
Knox	\$98,319	\$106,369	-\$8,050	Beef	Kimball	\$30,194	\$37,289	-\$7,095	Soybeans
Keith	\$97,827	\$137,106	-\$39,279	Beef	Dawes	\$29,431	\$32,434	-\$3,004	Beef
Hall	\$96,353	\$139,775	-\$43,421	Beef	Sarpy	\$15,195	\$42,700	-\$27,505	Corn
Gage	\$95,453	\$91,465	\$3,989	Soybeans					

Source: Nebraska Farm Bureau estimates.

FIGURE 3. ESTIMATED TOTAL AGRICULTURAL EXPORT VALUE PER-COUNTY, 2019

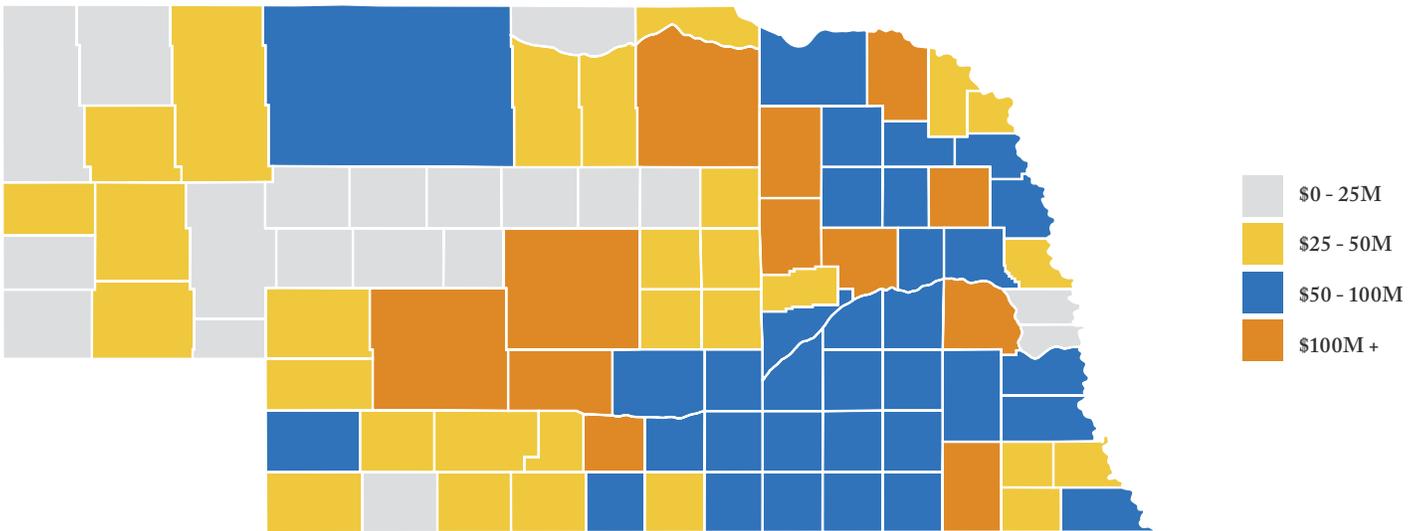


FIGURE 4. GAIN/LOSS TOTAL EXPORT VALUE PER-COUNTY, 2018-2019

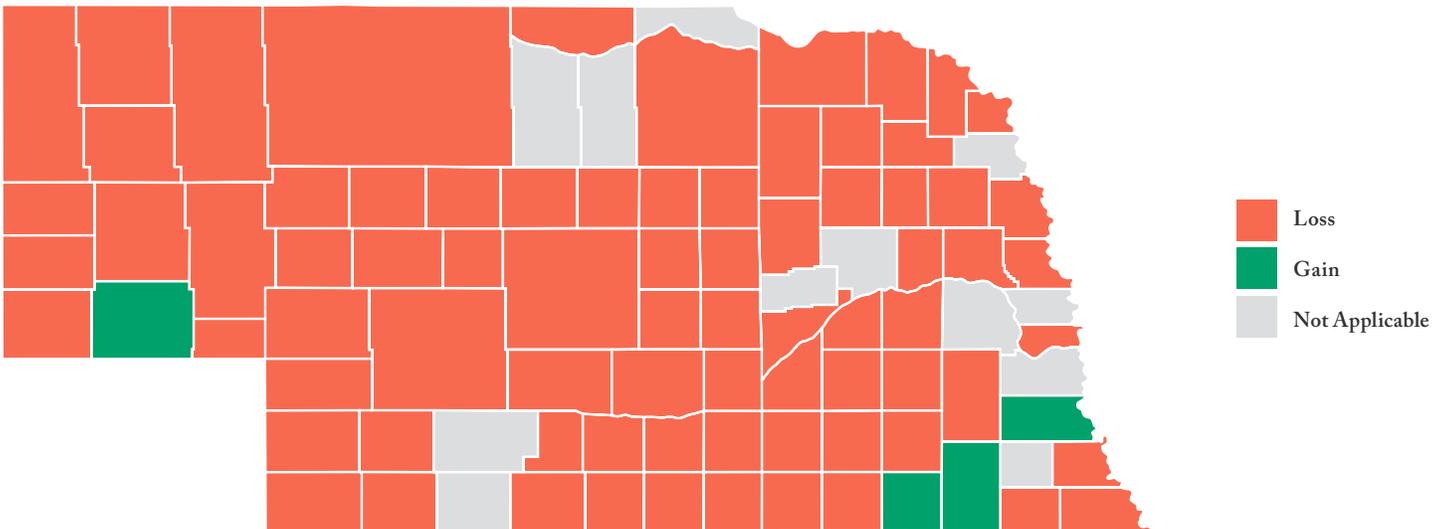
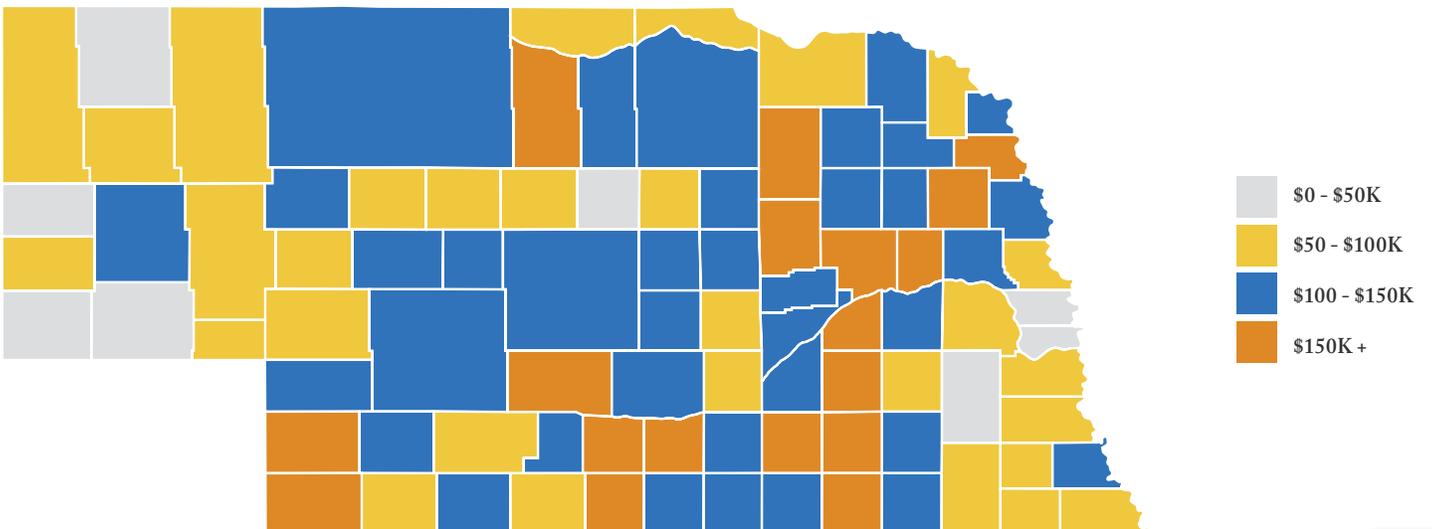
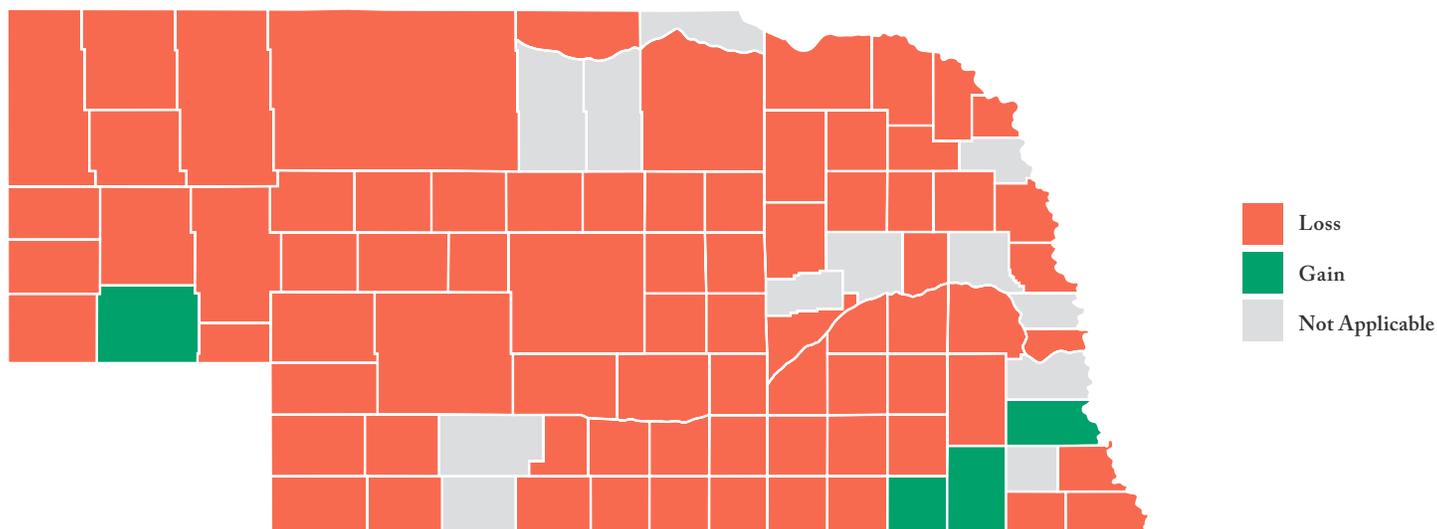


FIGURE 5. ESTIMATED AGRICULTURAL EXPORT VALUE PER-FARM, 2019



**FIGURE 6. GAIN/LOSS TOTAL EXPORT VALUE PER-FARM, 2018-2019**



## COUNTIES' TOP EXPORT COMMODITIES

As noted above, commodities are not produced uniformly across the state. The importance of a commodity's exports will differ across counties and the sensitivity of a county's agriculture to commodity markets will vary. Thus, the estimated commodity export values can be used to look at the geographic differences between commodities in terms of export values. Table 6 lists the number of counties a commodity is the top export product. Figure 7 plots the top export commodity for each county.

**TABLE 6. NUMBER OF COUNTIES & TOP EXPORT COMMODITY, 2019**

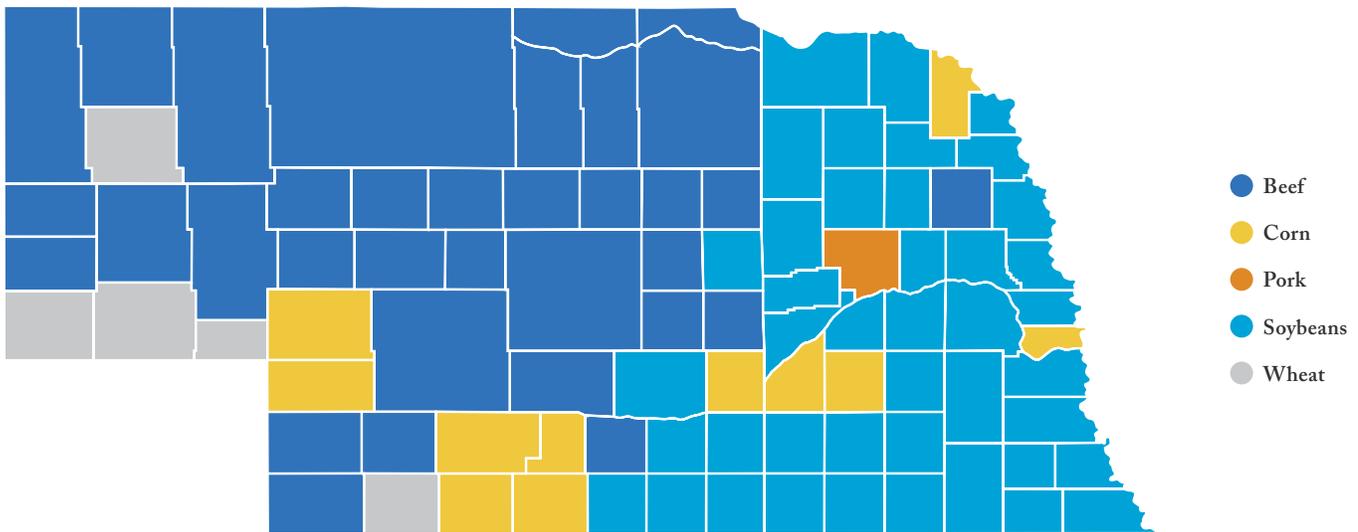
<b>Soybeans</b>	42 counties
<b>Beef</b>	34 counties
<b>Corn</b>	11 counties
<b>Wheat</b>	5 counties
<b>Pork</b>	1 county

*\*\*Includes value of soybean meal, vegetable oil, ethanol, distillers dried grains, and hides and skins.*

Changes to Nebraska's exports filters down and affects changes to which commodities are of most value to counties in terms of export values. Like 2018, 2019 saw a dramatic change regarding the top export commodities for Nebraska counties. In 2019, soybeans again moved into the top spot as the top export commodity in almost one-half of Nebraska's counties. Soybeans held this spot in 2016 and 2017, but corn overtook it last year. While corn was the top export commodity in 31 counties in 2018, it only accounted for 11 counties in 2019 falling to the third spot. Even though beef exports were off in 2019, it still was the top export commodity for 34 counties, a gain of six counties from 2018. Wheat was the top export county in five counties, and pork was the top export good for Platte County.

The geographical distribution of top export commodities across the state is markedly different compared to 2018 (Figure 7). The 2018 map saw a large swath of the state colored yellow, counties with corn as the top export, in the south central, southwest, and central regions. In 2019, the map turned teal with many more counties showing soybeans as the top export commodity. The switch occurred mostly in counties in central and south central regions which changed from corn to soybeans as the predominant export commodity, resulting in a spread of soybeans from the eastern one-third of the state into the central and south central areas. This geographic change shows the interplay between corn and soybeans as major export commodities for many counties from year-to-year. Beef continues to dominate in the Sandhills and northern Panhandle counties and also spread into the extreme southwest area last year. Cuming County is an outlier in the eastern one-third with beef as the top export commodity.

**FIGURE 7. ESTIMATED TOP EXPORT COMMODITY BY COUNTY, 2019**



## CONCLUSION

Nebraska was the sixth-largest agricultural exporting state in 2019 exporting \$6.294 billion of agricultural goods. Nebraska topped the nation in 2019 in exports of beef, was the second-largest exporter of hides and skins, the third-largest exporter of corn, feed, and processed grain products, the fifth-largest exporter of soybeans, soybean meal, and vegetable oil. Other Nebraska products exported include ethanol, popcorn, wheat, pork, dry edible beans, and a host of other commodities and processed products.

This report uses various means to measure the relative value of agricultural exports to Nebraska farmers and ranchers. Estimates of per-unit values, the total dollar export values by county, and per-farm values of exports were calculated to describe the reliance of different areas of the state to trade. The report also examines the top commodity exports by value to counties. It's no surprise given the prevalence of soybean, beef, and corn production in Nebraska, these three commodities are important at the county level in terms of export value. Exports of other commodities, though, like wheat and pork, also play important roles in several counties across the state.

The analysis identifies which Nebraska counties potentially have the most at risk if international trade were disrupted. It is hoped this analysis will help Farm Bureau members, industry stakeholders, and policymakers better understand how much Nebraska agriculture relies on export markets.

## APPENDIX: COMMENTARY ON THE ANALYSIS

The production-based approach used in the analysis is patterned after the approach formerly used by the USDA Economic Research Service (USDA-ERS) to allocate export value to states. Each county's share of total state production for a commodity is calculated and multiplied by the commodity's total export value for the state. In this way, each county's export value for a commodity can be estimated. USDA-ERS now uses a cash receipts-based methodology for allocating export value. This analysis uses the production-based methodology instead to take advantage of the most recent data available. Commodity cash receipts are only reported at the county level in the Census of Agriculture conducted every five years.

The approach can provide reasonable estimates of the relative importance of exports to the counties, but it does have shortcomings. For example, the value of beef and pork exports includes other costs like processing, transportation, margins, etc. These costs are reflected in the export value attributable to a state and will consequently be reflected in the county value estimates. In addition, the value of beef and pork exports adds value for producers of corn and soybeans, and this value is not reflected in county level values of these commodities. A commodity produced in one county can be sold in another county, and processed in a third county, further dispersing the value of the exports sold. However, even with these shortcomings, the figures can provide a reasonable approximation of the magnitude or importance of various commodity exports.

Nebraska 2019 export data comes from the USDA Economic Research Service. County and state-level production data for 2019 for corn, soybeans, and wheat come from USDA-National Agricultural Statistics Service (NASS). Cattle numbers for 2019, including both cows and calves, also comes from USDA-NASS. County level data for hog numbers was not available, so a receipts-based approach was used using data from 2017 USDA Census of Agriculture.

Production data is not available for all counties across multiple years due to the insufficiency of the data. Thus, some counties may not have production estimates for a specific commodity. To provide for a more complete data set, estimates of a counties proportion of total state production in previous years was used to fill in holes in the 2019 data. The catchall "other counties" category in the USDA data was reduced to adjust county production numbers to fit within the state total.

The analysis also sought to account for the export of products and byproducts which could be traced to a specific commodity, such as ethanol and distillers dried grains. The export value for these processed goods was apportioned to counties based on counties' production share. To estimate the value of exports of beef and veal for each county, the share of each county's cattle inventory of the state's total inventory was calculated. The estimated share serves as a reasonable proxy of the importance of beef cattle in the county. Each county's share was then multiplied by the beef and veal export value for the state to estimate the value of beef exports to the county. Using total cattle inventory blends both the cow/calf and feeding sectors of the industry in the figures, however, given the goal of the analysis is to estimate the relative importance of exports to Nebraska counties, the approach taken seemed reasonable.



December 2020