

## 2016 Kansas Export Statistics Executive Summary

Kansas exports totaled \$10.17 billion in 2016. Compared with last year's data, exports decreased by \$551 million, representing a 5.14 percent drop. A similar trend can be observed on the national level where U.S. exports experienced a 3.25 percent drop, dwindling by \$48 billion during the same period. A decline in exports can be attributed to the strong U.S. dollar and slow recovery of the global economy. When measured against the rest of the states in terms of exports, Kansas continues to be ranked 32<sup>nd</sup> in the nation.

The combined value of the top ten exported commodities was \$7.78 billion, which decreased by 3.85 percent since 2015. The largest gains were seen in the oil seeds category (43.61 percent), the special classification provisions category which includes products such as repaired goods (11.63 percent), and the cereals category (9.04 percent). On the contrary, electric machinery exports were down by 16.94 percent, aircraft and parts exports were down 9.68 percent, and industrial machinery exports were down by 8.07 percent.

In the five-state region which includes Kansas, Colorado, Missouri, Nebraska and Oklahoma, the average export value was \$8.61 billion, \$1.56 billion less than the Sunflower State. Despite the overall decrease in exports, Kansas companies delivered a strong performance in 2016.

Below are some highlights regarding key international markets and commodities:

- The top 10 exported commodities accounted for 76.53 percent of total exports;
- Cereals, oil seeds, special classification provisions, and vehicles and parts sectors experienced significant growth, increasing by \$110 million, \$86 million, \$35 million, and \$16 million respectively;
- Noticeable decreases occurred in the following areas: aircraft and parts, electric machinery, industrial machinery, meat and edible meat offal, and food industry residues and waste, which declined by \$220 million, \$142 million, \$84 million, \$63 million, and \$27 million respectively;
- Mexico became Kansas' largest export market, accounting for \$1.88 billion and 18.45 percent of total exports;
- Exports to Canada and China moved down to the second and fourth place in the rankings after dropping by more than \$620 million and \$240 million respectively; Nigeria and the Republic of Korea dropped out of the top ten list and were replaced by Australia and Singapore;
- Other than Mexico, exports to Brazil, Japan, and Germany also experienced significant growth, which increased by \$99 million, \$97 million, and \$60 million respectively;
- The top five markets are Mexico, Canada, Japan, China, and the United Kingdom. Combined, the group accounted for 55.43 percent of total exports. The top ten markets accounted for 70.13 percent of total exports.

The following page provides charts of the top 10 export markets as well as the top 10 commodity classifications exported in 2016.

### 2016 Kansas Exports Top Ten Markets

Country (with 2015 rank)	% of Total	% Change	Exports (Millions)		
	KS Exports	2015 - 2016	2016	2015	2014
1 Mexico (2)	18.45%	4.01%	\$1,876	\$1,804	\$1,786
2 Canada (1)	17.45%	-25.9%	\$1,774	\$2,394	\$2,533
3 Japan (4)	7.93%	13.69%	\$806	\$709	\$828
4 China (3)	7.34%	-24.31%	\$746	\$986	\$1,184
5 United Kingdom (5)	4.25%	-0.23%	\$432	\$433	\$522
6 Germany (6)	3.62%	19.36%	\$368	\$308	\$335
7 Brazil (8)	3.39%	40.53%	\$344	\$245	\$535
8 France (9)	2.89%	18.05%	\$294	\$249	\$245
9 Australia (11)	2.49%	24.46%	\$253	\$203	\$227
10 Singapore (12)	2.32%	22.67%	\$236	\$192	\$160
Top 10 total	70.13%	-5.24%	\$7,131	\$7,525	\$8,356
<b>Total Kansas Exports</b>		-5.14%	\$10,168	\$10,719	\$12,020

### 2016 Kansas Exports Top Ten Commodity Classifications

Commodity Classification	% of Total	% Change	Exports (Millions)		
	KS Exports	2015 - 2016	2016	2015	2014
Aircraft and Parts	20.20%	-9.68%	\$2,054	\$2,274	\$2,096
Cereals	13.08%	9.04%	\$1,330	\$1,219	\$1,565
Meat and Edible Meat Offal	11.47%	-5.14%	\$1,167	\$1,230	\$1,373
Industrial Machinery	9.43%	-8.07%	\$959	\$1,043	\$1,205
Electric Machinery	6.85%	-16.94%	\$697	\$839	\$957
Food Industry Residues & Waste	3.44%	-7.09%	\$350	\$377	\$401
Vehicles and Parts	3.40%	4.84%	\$346	\$330	\$440
Special Classification Provisions	3.30%	11.63%	\$336	\$301	\$221
Oil Seeds	2.78%	43.61%	\$282	\$197	\$486
Optic, Photo, Medic or Surgical Instruments	2.58%	-7.68%	\$262	\$284	\$294
Top 10 Total	76.53%	-3.85%	\$7,782	\$8,094	\$9,038
<b>Total Kansas Exports</b>		-5.14%	\$10,168	\$10,719	\$12,020