



OREGON

DEPARTMENT OF AGRICULTURE

OVERVIEW OF OREGON AGRICULTURAL EXPORTS

PRESENTED BY
DAVID LANE

WHY EXPORTING MATTERS

- Oregon produces more than it can consume
- Export markets balance supply and demand
- Trade brings new dollars to state
- Some products are best suited for foreign markets (Soft White Wheat)





THE VALUE OF AGRICULTURAL EXPORTS

- \$2 billion worth of Agriculture
- 4th largest export sector in Oregon
- 9% of total state exports is agriculture





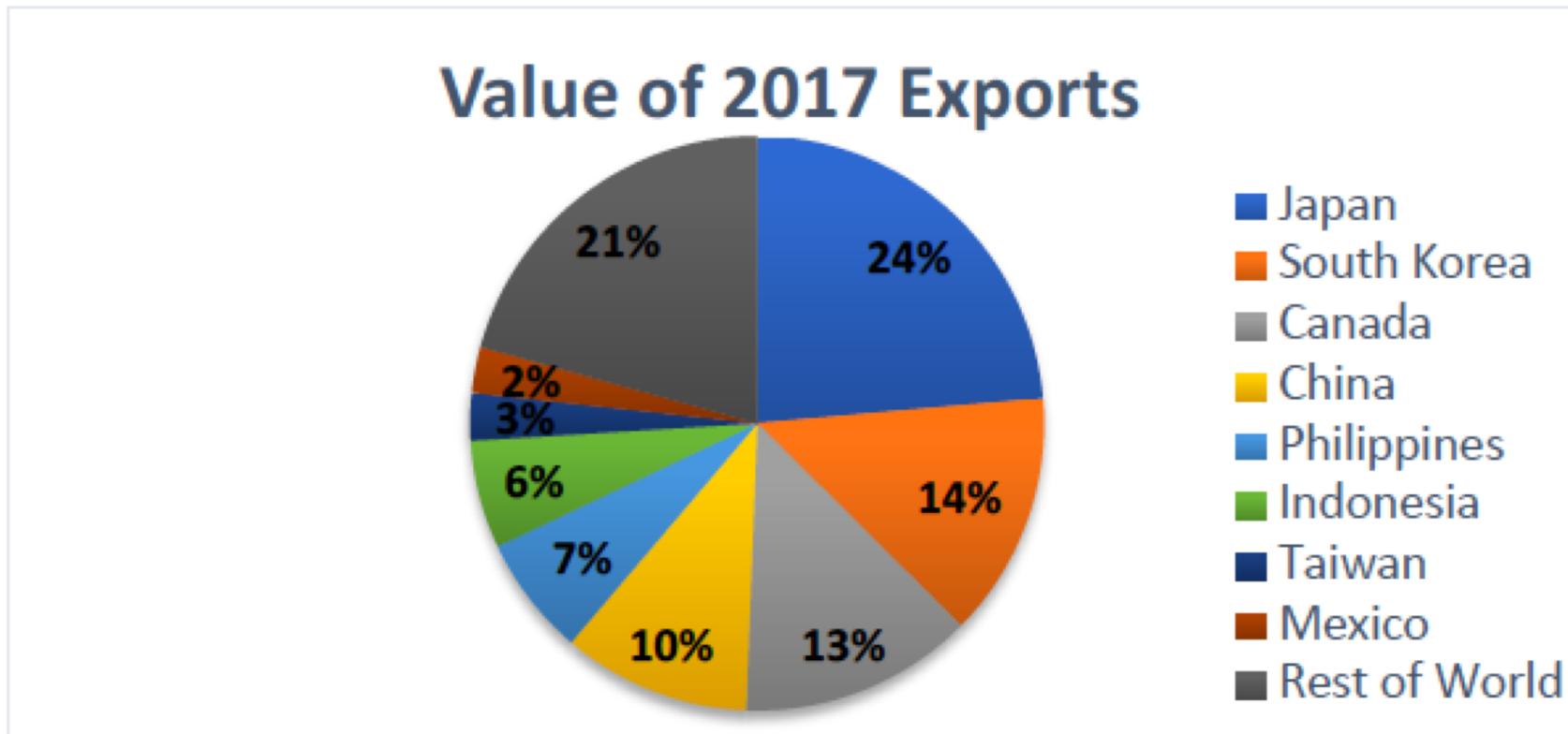
MAJOR AGRICULTURAL EXPORTS

1. Seeds, oilseeds, other horticulture
2. Fresh fruit and nuts
3. Vegetables
4. Wheat
5. Beef and veal
6. Dairy products
7. Feed and fodders
8. Other animal products
9. Grain products, processed
10. Hides and skins





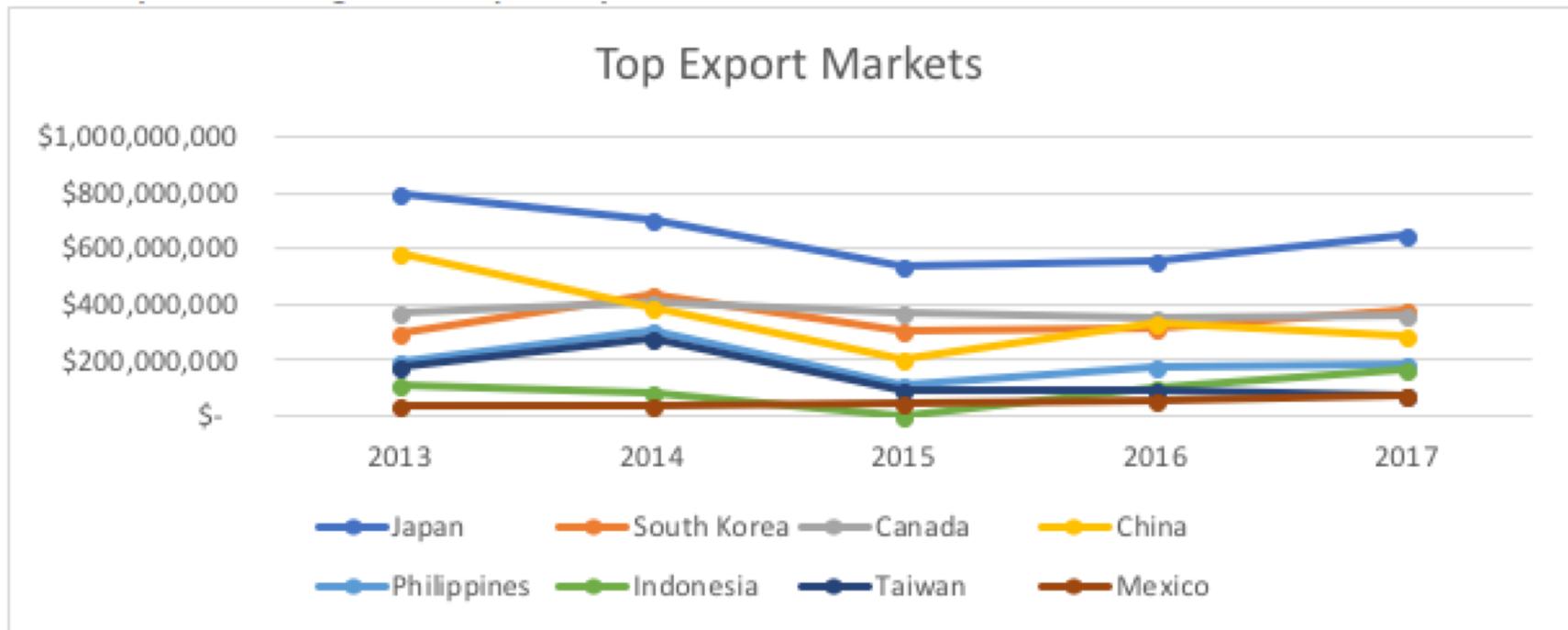
2017 TOP EXPORT MARKETS



Source: Euromonitor report for value of exports from Oregon in 2017



TOP EXPORT MARKETS – 5 YEAR LOOK



Source: Euromonitor report of exports from Oregon by value.



LOOKING FORWARD

Challenges – Uncertainty

- Non-tariff barriers to trade:
 - Increased inspections, documentation reviews, license denials
- Tariff barriers to trade:
 - Losing direct sales, buyers hedging

INVESTING IN THE FUTURE

- People
- Technology
- Transportation





Thank You