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4th Quarter Minnesota Export Statistics Newsletter 
Minnesota Department of Employment and Economic Development

Data on Minnesota Exports for Fourth Quarter 2020 – Published February 2021
For More Information: Jen Gates 651-358-0300


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# State Export Slide 10% in Fourth Quarter

* Minnesota exports (including agricultural, mining and manufactured products) were valued at $5.0 billion in the fourth quarter of 2020, falling by 10% (or $566 million) since the fourth quarter of 2019.
* U.S. exports of goods fell 5% during this period. A larger number of states had positive or flat export growth compared to the previous two quarters.
* Minnesota *manufactured* exports contracted 11% to $4.7 billion in the fourth quarter of 2020. U.S. *manufactured* exports sank 8%.
* For the year, Minnesota exports fell 10% between 2019 and 2020, while U.S. exports dropped 13%.

Figure 1. Exports Increase or Flat in 23 States

 State  Percent Change 2019-Q4 to 2020-Q4
MN -10%
US -5%
AK 20%
AL -17%
AR -27%
AZ -21%
CA -3%
CO 7%
CT -20%
DC -44%
DE 18%
FL -15%
GA 6%
HI 9%
IA 1%
ID 34%
IL 2%
IN 2%
KS 0%
KY -22%
LA 9%
MA 7%
MD 7%
ME -12%
MI -6%
MO 8%
MS -12%
MT 10%
NC -11%
ND -32%
NE -3%
NH -7%
NJ 20%
NM -39%
NV 6%
NY -5%
OH -1%
OK -12%
OR 16%
PA -4%
RI -8%
SC -30%
SD 12%
TN 5%
TX -13%
UT 12%
VA 7%
VT -13%
WA -18%
WI 3%
WV -13%
WY -29%


***MN: -10%***

***U.S.: -5%***

*Decline 0% Growth*

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## *Exports Increase to Smaller Regions, Selected Countries – Despite Widespread Declines*

* The state’s exports fell to its top three regional markets, which accounted for 87% of exports. Sales sank 7% to **North America,** 11% to **Asia** and 19% to the **European Union**. Markets with the largest declines included **Canada** (down $124 million)**, Germany** (down $97 million), **Japan** (down $94 million), **Korea** (down $62 million), **Singapore** (down $55 million) and **France** (down $51 million).
* With regional export growth of 15%, the outlook brightened in **European markets not in the European Union** (led by **Switzerland** and **Norway**) and the **Middle East** (led by **Saudi Arabia, Kuwait** and **UAE**). Exports also surged to **Taiwan** (up $31 million), **Indonesia** (up $10 million) and **Ecuador** (up $10 million).
* Minnesota businesses expanded sales to two Top 10 markets: **China** (up 2%) and the **U.K.** (up 2%).

#### Figure 2. Export Trends for Minnesota’s Top 10 Markets, Fourth Quarter 2020

figure 2

Country (Rank)  Exports (millions)  Percent Change, 2019-Q4 to 2020-Q4
WORLD  $4,983  -10%
Canada (1)   $1,174  -10%
Mexico (2)   $604  2%
China (3)   $539  -3%
Japan (4)   $265  -26%
Germany (5)   $187  -25%
Korea (6)   $171  -36%
Singapore (7)   $153  -4%
Belgium (8)   $141  -4%
U.K. (9)   $119  2%
Ireland (10)   $117  -3%
Other  $1,513  -10%

## *Gains in Machinery, Vehicles, and Meat Help Offset Widespread Declines*

* Signaling resilience, exports of three of the state’s top 10 products increased: **machinery** (up 4%), **vehicles** (up 4%) and **meat** (up 10%).
* However, large losses persisted for other major products, such as in **optic, medical** (down $187 million), **mineral fuels, oils** (down $74 million), **plastics** (down $56 million) and **aircraft, spacecraft** (down $52 million).
* Slumping demand for **mineral fuels, oils** and **ores, slag, and ash** in **Canada** – the dominant market for these products – triggered their overall declines.

Figure 3. Minnesota Vehicles Exports, by Segment

* Global sales of **machinery** began to rebound, fueled by markets such as **the Philippines** ($41 million, up 152%), **Singapore** ($37 million, up 93%) and **Australia** ($44 million, up 41%). Sales of **machinery for making semiconductors** ($80 million, up 234% - boosted by **Philippines** and **Australia**) and **spraying equipment** ($64 million, up 19% - strengthened by **Canada**, **Belgium**, **Australia** and **China**) grew vigorously.
* Exports of **vehicles** gained traction in **Switzerland** ($15 million, up from $295,000), **India** ($7 million, up from $77,000), **Germany** ($10 million, up 138%) and **Saudi Arabia** ($8 million, up 209%).High-growth segments included **specialty vehicles such as snowmobiles and ATVs** (particularly in **Switzerland** and **Canada**), **vehicle parts** (including in **India** and **Mexico**), and **fire-fighting vehicles** (especially to **Saudi Arabia**).
* Robust growth in demand for **meat** continued, primarily propelled by **China** ($49 million, up 82%) and **Japan** ($19 million, up 82%). **Frozen and** **fresh, chilled pork** ($86 million, up 11%) spurred exports.
* Other food and agricultural products initiating strong comebacks were **oil seeds, misc. grain** (up 47%), **dairy, eggs** (up 25%), **prepared meat, fish** (up 38%), **vegetables** (up 69%) and **beverages** (up 22%).
* Exporters made notable inroads of **ores, slag, ash** in **Slovakia** and of **arms, ammunition** in **Taiwan**.
* Other products bolstering the state’s exports included **precious metals** ($19 million, up 52%; i.e. metal waste), **aluminum** ($30 million, up 14%), **animal hides, skins** ($16 million, up 17%) and **rubber** ($20 million, up 11%).

#### Figure 4. Export Trends for Minnesota’s Top 10 Products, Fourth Quarter 2020

PRODUCT  Exports (millions)  Percent Change, 2019-Q4 to 2020-Q4
Total  $4,983  -10%
Optic, Medical  $941  -17%
Machinery  $827  4%
Electrical Equipment  $620  -5%
Vehicles  $372  4%
Plastics  $299  -16%
Mineral Fuels, Oils  $159  0%
Food By-Products  $149  -12%
Pharmaceuticals  $132  -17%
Meat  $124  10%
Ores, Slag And Ash  $109  -14%
Other  $1,250  -14%


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| Minnesota Quarterly Export Statistics is the most current resource available for tracking the state’s export trends in manufactured and other goods, and is prepared for the Minnesota Trade Office (MTO) by the Department of Employment and Economic Development’s (DEED) Economic Analysis Unit (Thu-Mai Ho-Kim). The quarterly and annual statistics reports primarily cover export data based on the Harmonized Tariff System (Schedule B), collected by the U.S. Department of Commerce (USDOC) and distributed by IHS Markit. Reports are available on DEED’s website at “Export and Trade Statistics” (<http://mn.gov/deed/data/export-stats/>). |