

**Annual Data on Minnesota Manufactured Exports – Published in March 2024**

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# State Exports Drop to $25 Billion in 2023, Down 8%

* Minnesota exported about $25 billion in agricultural, mining and manufactured goods to nearly 200 countries in 2023. Minnesota had the 23rd highest in export value among all states.
* The state’s exports fell an overall 8% between 2022 and 2023. Mineral fuel and oil exports drove the decline, reflecting the impact of falling energy prices combined with decreased demand. Absent the mineral fuel, oil trend, overall state exports would have been flat.
* U.S. exports decreased 2% between 2022 and 2023. Although exports from fewer than half of states declined, those from the four largest states (TX, CA, LA, NY) slid considerably.Figure 1. Mixed Export Trends Across States

 

***MN: -8%***

***U.S.: -2%***

*Decline 0% Growth*



* An estimated over 8,300 Minnesota exporters of goods and services supported about 117,900 jobs in 2021.

## Demand Weakened in Markets in North America and Asia

* Under constrained global economic conditions, Minnesota exports reversed their growth streak of 2022.
* Exports to **North America** slipped to $10.4 billion, dropping $1.4 billion in value (or down 12%) since 2022. Exports also slumped to **Asia** ($6.4 billion, down 13%) and **the European Union** ($4.4 billion, down 7%).
* The state’s exporters found promising growth opportunities in the **Caribbean,** **Central America and South America** ($1.3 billion, up 14%), the **Australia-Pacific** region ($619 million, up 26%) and **Africa** ($262 million, up 41%). Sales also edged up in the **Middle East** (up 4%) and **European markets outside the EU** (up 3%).
* **Mexico, Australia, Ireland, Saudi Arabia,** and **Chile** generated the largest export gains per market in 2023**.**

Figure 2. Exports to Minnesota’s Top 10 Markets in 2023



## Growth in Vehicles, Optic & Medical, Aircraft & Spacecraft Help Bolster Exports

* **Vehicles** (up $634 million), **optic, medical** (up $291 million) and **aircraft, spacecraft** (up $92 million) offered bright spots of surging demand.
* The 65% decrease in **mineral fuel, oil** represented a loss of $2.3 billion in exports and was driven by **Canada**. It was the underlying source of the state’s decrease in total exports.
* **Vehicles** exportsgrew 45% to over $2 billion. **Canada** (up 45%) and **Mexico** (up 30%) largely fueled growth. **Australia, Ukraine, Saudi Arabia** and **UAE** also contributed significantly to growth. Figure 3. Optic, Medical Exports, by Segment
* Exports of **optical, medical goods** grew a solid 7%. Markets such as **Ireland, Belgium, Canada,** **Costa Rica** and **Korea** led in gains. Key growth products included **medical, surgical** and **analytical instruments.**
* **Germany** ($84 million, up 107%), **Japan** ($27 million, up 1,107%) and **Canada** ($50 million, up 62%) lifted sales of **aircraft, spacecraft.** Critical expanding segments were **civilian aircraft** and **aircraft parts.**
* The dominant market, **Canada** ($544 million, up 9%) – as well as **Japan** ($23 million, up 131%) – drove increased demand for **ores, slag, ash** products, which consist of **iron ores and concentrates** for Minnesota.
* **Italy** ($79 million, up 53%) and **China** ($236 million, up 8%) spurred growth in **misc. chemicals** ($499 million, up 9%). A large majority consists of **composite diagnostic or lab reagents** ($400 million, up 14%).
* Trends in **machinery** exports were mixed, as sales surged to **Mexico** (up 15%), **Chile** (up 340%), **Canada** (up 7%), and **Saudi Arabia** (up 294%) but sank to **China**, **the Philippines** and **Singapore.**
* **Oil seeds, misc. grains** ($298 million, up 28%) leaped to **Mexico** ($135 million, up 136%). Other agricultural and food products with robust growth were **vegetables** ($105 million, up 62%), **prepared** **cereal, flour** ($180 million, up 21%), **milling goods** ($74 million, up 35%) and **sugar, confectionary** ($94 million, up 23%).

#### Figure 4. Exports of Minnesota’s Top 10 Products in 2023



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| Minnesota Export Statistics tracks the state’s trends in exports of goods and is prepared for the Minnesota Trade Office by DEED’s Economic Analysis Unit (by Thu-Mai Ho-Kim). The quarterly and annual reports primarily cover export data based on the Harmonized Tariff System (Schedule B), collected by the Foreign Trade Division, Census Bureau, U.S. Dept of Commerce and accessed through USA Trade Online (Census Bureau) and Trade Data Monitor (TDM). Historical reports are available on DEED’s website at “Export and Trade Statistics” (<http://mn.gov/deed/data/export-stats/>). The U.S. Department of Agriculture (USDA) publishes alternate agricultural export data based on different methodology. USDA estimated that Minnesota exported $10 billion in ag and food products in 2022 and ranked 4th highest among states. The International Trade Administration estimates jobs supported by U.S. exports of goods and services, while the Census Bureau collects data on the number of identified exporters. Export data on services industries are limited; in 2021, Minnesota’s services exports were estimated at $12 billion by the Coalition of Services Industries.  |