

MANITOBA ANALYTICS

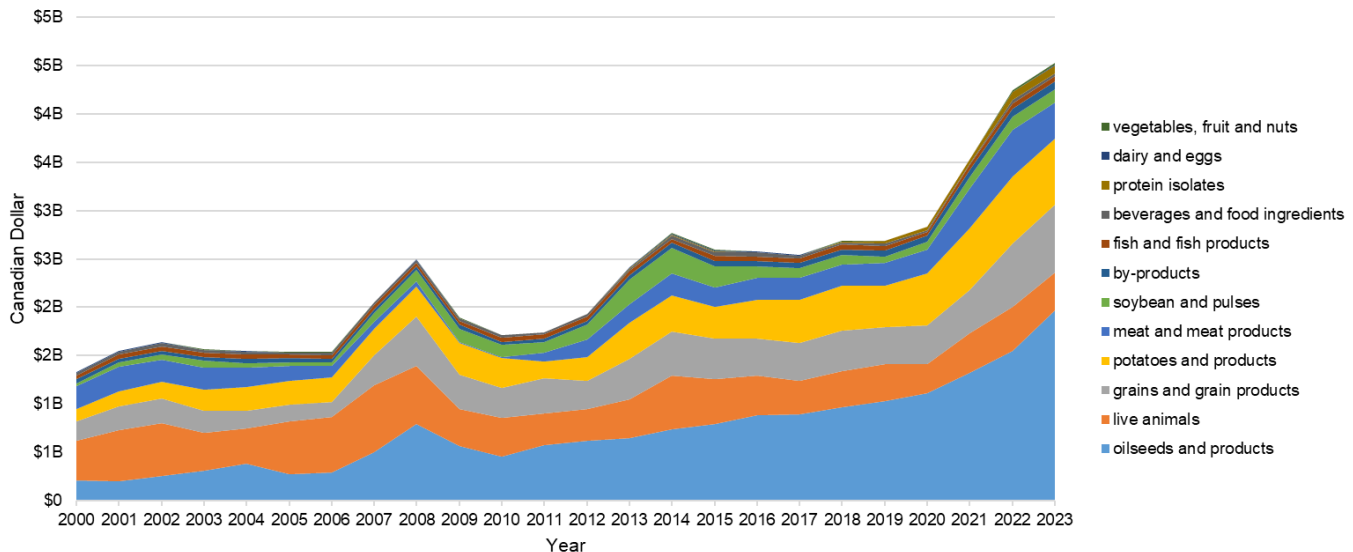
Manitoba Trade with the U.S.



Highlights

- The United States (U.S.) is Manitoba's top agri-food trade partner, accounting for 46 per cent of Manitoba's total agri-food exports and 86 per cent of Manitoba's total agri-food imports from 2013 to 2023.
- Manitoba's agri-food exports to the U.S. have been increasing steadily over the past decade by an overall annual growth rate of 6.5 per cent in value. All agri-food export categories have followed an upward trend.
- The U.S. import market for potatoes (13.3 per cent), soybean and pulses (12.4 per cent), meat and meat products (10.4 per cent) have shown the largest annual growth over the last decade, signaling opportunities for Manitoba. Specifically, soybean oil and potato flour had 31 and 24 per cent growth.
- The U.S. oilseeds and products market had a nine per cent annual growth rate over the past decade and Manitoba has maintained its market share at nine per cent during this period.

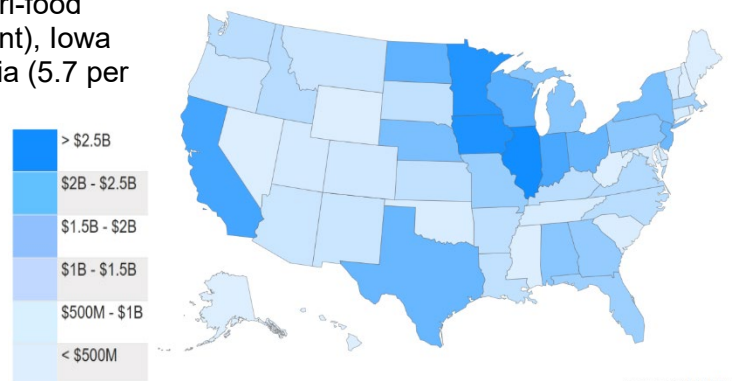
Manitoba Agri-food Exports to the U.S. (in billions)



Source: CATSNET

Top U.S. Destinations for Manitoba Agri-food Exports

- The 2023 top five destinations for Manitoba agri-food exports within the U.S. were Illinois (7.7 per cent), Iowa (7.2 per cent), Minnesota (7 per cent), California (5.7 per cent) and Indiana (5.5 per cent).
- The top five states of trade import to Manitoba are North Dakota (18.3 per cent), Minnesota (12.6 per cent), Wisconsin (9.4 per cent), South Dakota (7.5 per cent) and Iowa (7 per cent).
- Indiana (\$149 million), California (\$137 million) and New Jersey (\$132 million) had the largest agri-food export growth from Manitoba between 2019 and 2023.

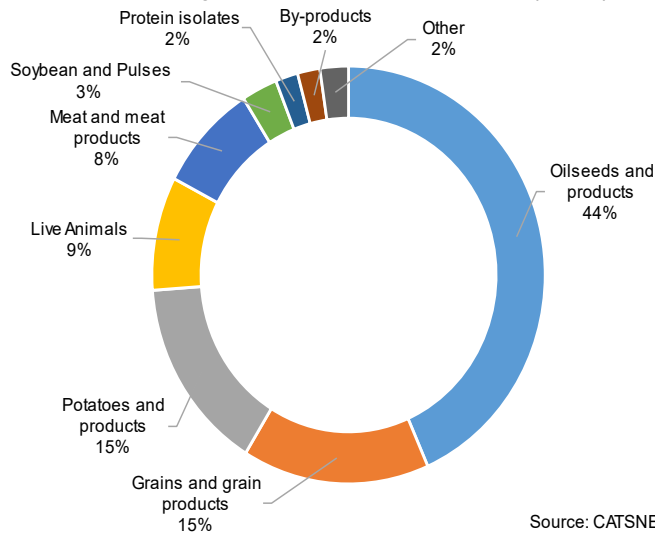


Source: CATSNET

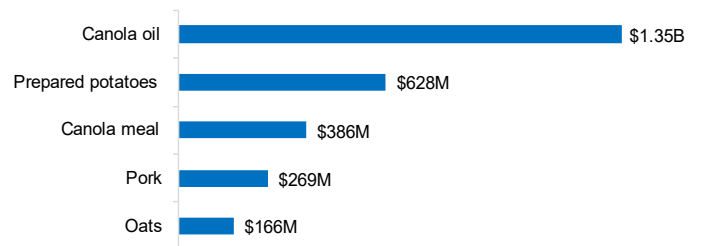
Manitoba Agri-food Exports to the U.S.

- In 2023, Manitoba shipped \$4.53 billion in agri-food exports to the U.S., up 6.7 per cent compared to the previous year. This was driven by growth in canola oil which increased by 49 per cent in volume.
- Manitoba exports a large amount of canola and canola products to the U.S. In 2023, Manitoba exported \$1.35 billion of canola oil and \$386 million worth of canola meal. Other agri-food products exported to the U.S. in 2023 include prepared potatoes (\$628 million), pork (\$269 million) and oats (\$166 million).
- Manitoba is the top Canadian exporter of protein isolates to the U.S., accounting for 44 per cent of Canadian exports to the U.S.
- Globally, Manitoba captured 16 per cent of the U.S. potato market, 10 per cent of the U.S. oilseed and oilseed products market, and seven per cent of the U.S. live animals' market in 2023.
- Manitoba started exporting mushrooms to the U.S. in 2022 and exports have increased 36 per cent, reaching \$17.7 million in 2023. Corn exports to the U.S. have increased in 2023 reaching \$12.5 million. However, Manitoba is a steady importer of corn from the U.S. as corn demand continues to grow.

Manitoba Agri-food Exports to the U.S. (2023)



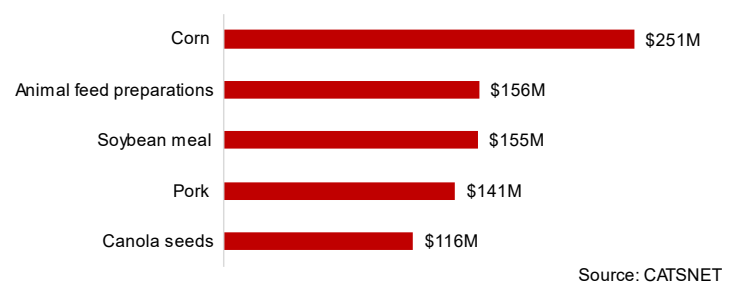
Top 5 Exports from Manitoba to U.S. in 2023



Agri-food Imports to Manitoba

- Manitoba imported \$2.05 billion in agri-food products from the U.S., down 1.7 per cent compared to 2022.
- Manitoba imports a large amount of corn from the U.S. In 2023, \$251 million of corn was imported. Other agri-food imports from the U.S. include animal feed (\$156 million), soybean meal (\$155 million), pork (\$141 million), and canola seeds (\$116 million).
- Live animals had the highest import growth (30.1 per cent) compared to 2022, reaching \$25 million in 2023.

Top 5 Imports from U.S. to Manitoba in 2023



June 21, 2023

Contact us

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