

International Exports

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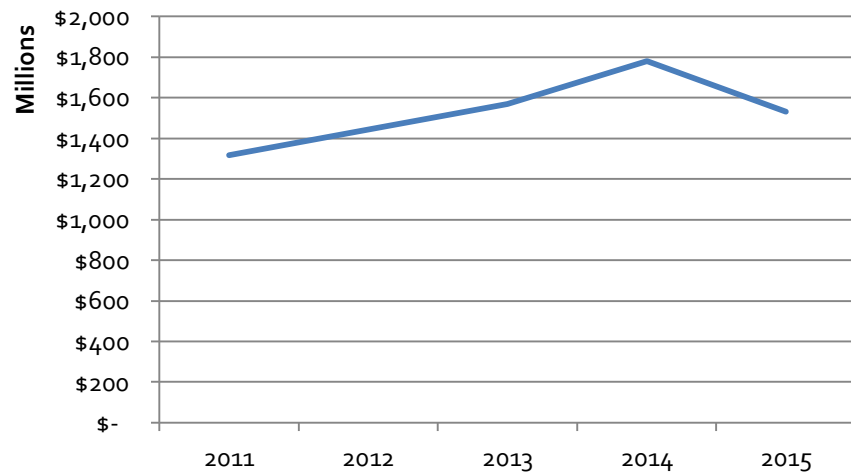


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Colorado Commodity Exports

Commodity	United States Dollars (Millions)			% Share			%Δ 16/15
	2014	2015	2016	2014	2015	2016	
Ag Total	\$ 1,168	\$ 1,053	\$ 1,051	100	100	100	-0.22
Meat And Edible Meat Offal	\$ 651	\$ 578	\$ 634	55.74	54.92	60.34	9.62
Raw Hides And Skins (No Furskins) And Leather	\$ 187	\$157	\$119	16.02	14.88	11.29	-24.26
Beverages, Spirits And Vinegar	\$47	\$74	\$64	3.99	7	6.08	-13.31
Dairy Productss; Birds Eggs; Honey	\$55	\$58	\$43	4.72	5.48	4.09	-25.59
Miscellaneous Edible Preparations	\$60	\$31	\$36	5.18	2.92	3.42	16.89

*not adjusted totals
 2014 ~ \$2 Billion
 2015 ~ \$1.7 Billion



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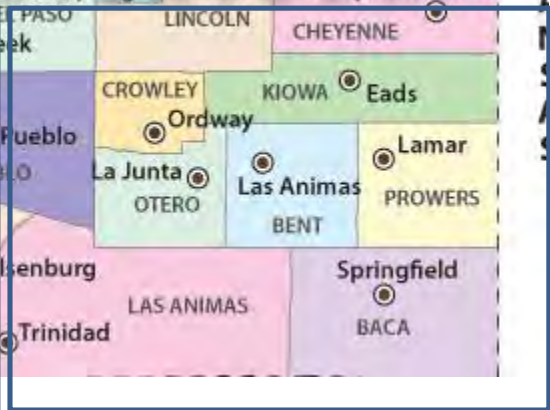
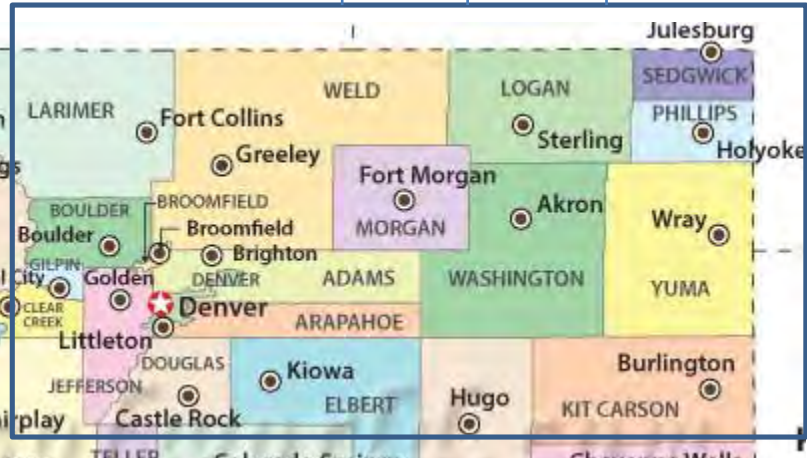
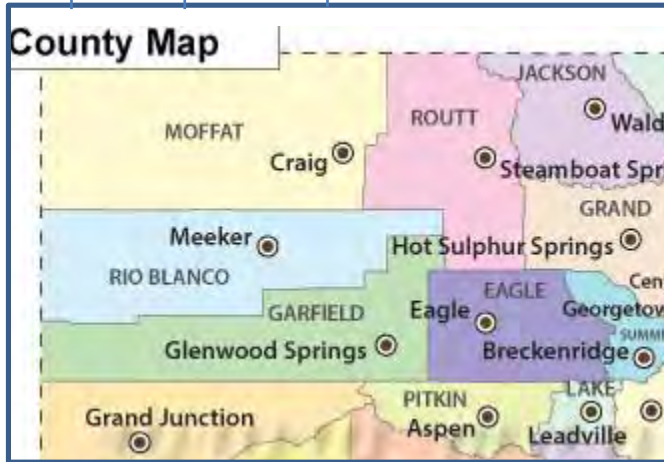
Where Colorado Exports To

Country	United States Dollars (millions)			% Share			%Δ 16/15
	2014	2015	2016	2014	2015	2016	
World	\$1,168	\$ 1,053	\$ 1,051	100	100	100	-0.22
Canada	\$304	\$243	\$ 310	25.99	23.04	29.54	27.91
Mexico	\$239	\$213	\$198	20.49	20.24	18.84	-7.11
Japan	\$ 158	\$ 167	\$ 142	13.56	15.86	13.48	-15.19
South Korea	\$117	\$120	\$134	10.04	11.36	12.77	12.15
China	\$106	\$103	\$ 87	9.05	9.79	8.28	-15.57



Fruit, Grapes, Cattle

Beef, Cattle, Lamb,
Grains, Beans



-Cattle -
-Beans
-Value
Added

Potatoes, Grains,
Cattle

Fruit, Melons, Grain,
Cattle



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Diversification of Crop Production

- Tailor to Supply and Demand
- Markets Change/Food Consumption changes – must adapt
- Water Issues, climate, growing conditions
- Commodity prices

Commodity	Corn	Wheat	Dry Beans
2012 Prices	\$6.86/bushel	\$6.60/bushel	\$39/bushel
2016 Prices	\$3.15/bushel	\$3.25/bushel	\$29/bushel



Challenges Colorado Ag Faces

- Funding
- Interns for Agriculture
- Supply & Demand
- Trade Barriers
- Transportation
- Co-Packers
- Research & Universities



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How We Can Help

- Finding National & Global demand for existing crops and other Ag Commodities in your areas
- Identifying demand for new potential crops and opportunities
- Networking and visiting
- Helping individual companies with export advice, markets, and funding
- Venture Capitalists
- Trade missions: outbound, inbound & trade shows



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How You can Benefit your Agriculture Constituents

- Get to know your ag companies and what ag companies you have in each sector
- Identify companies who could use help or are ready to potentially export; let them know that they have help and what that help could be
- Help us to connect with ag organizations in your district
- Spot problems before they become terminal and let us know
- Tackle big issues and work together on transportation/co-packing
- Innovative solutions to lure co-packers to your area
- Help Companies go vertical
- Employment issues
- Network with one another to pool resources



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