



# FARMERS DELIVER VALUE TO INDIANA THROUGH EXPORTS



Global demand continues to grow for corn and soybeans. As a top producer of both commodities, Indiana benefits from a thriving export market.

**\$2.28** BILLION

The total output from grain trade to Indiana's economy<sup>1</sup>



## FARMERS INVEST IN KEEPING STRONG EXPORTS

Farmers invest their dollars in building export markets through the corn and soybean checkoffs. This investment comes in the form of partnerships with the U.S. Grains Council and the U.S. Soybean Export Council, who coordinate in-country staff and trade programs to provide education, training and customer service. Relationship building is a critical component of commodity export programs to ensure a place for Indiana-grown products in the competitive marketplace.

A U.S. Grains Council study determined that the U.S. agricultural export value increased by **\$24.50** for every dollar invested in export market development from 1977-2019. The annual lift in export revenues in the same period was 13.7%.<sup>2</sup>

## STRONG EXPORTS FUEL INDIANA'S ECONOMY

Global soy consumption has grown significantly from 172 million metric tons in 2000 to more than **370 million metric tons** in 2022, according to USDA data. As one of the top soybean-producing states in the country, that kind of growth benefits Indiana's farmers and soybean industry, which in turn contributes to Indiana's economy.<sup>3</sup>

**Exports are also a boon to Indiana corn and corn-product value. Following is the total value based on recent data<sup>4</sup>:**

Indiana corn exports	\$635 Million
Indiana ethanol exports	\$175.8 Million
Indiana distiller's dried grains with solubles and corn gluten feed exports	\$190 Million
Corn-related exports created	10,863 jobs

### TOP 4 EXPORT MARKETS IN THE U.S.

WHOLE SOYBEANS <sup>5</sup>	CORN <sup>6</sup>	ETHANOL <sup>7</sup>
China	China	Canada
Mexico	Mexico	Brazil
Japan	Japan	Japan
Egypt	Colombia	Indonesia

Learn more about  
farmer contributions at  
**FarmersDeliver.com**

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<sup>1</sup> U.S. Grains Council, [http://www.heartlandgis.com/US\\_Grains/US\\_Grains\\_Portal/index.html](http://www.heartlandgis.com/US_Grains/US_Grains_Portal/index.html)

<sup>2</sup> <https://grains.org/study-public-private-ag-market-development-adds-9-6-billion-in-export-value-annually/>

<sup>3</sup> U.S. Soybean Export Council 2021 Annual Report

<sup>4</sup> U.S. Grains Council, [http://www.heartlandgis.com/US\\_Grains/US\\_Grains\\_Portal/index.html](http://www.heartlandgis.com/US_Grains/US_Grains_Portal/index.html)

<sup>5</sup> Soy Stats, <http://soystats.com/u-s-exports-soy-products-exports-by-customersda/>

<sup>6</sup> National Corn Growers Association, 2022 World of Corn, <https://ncga.com/world-of-corn/>

<sup>7</sup> U.S. Grains Council, 2021 stats



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