

# South Dakota – Ireland Trade Commission Meeting

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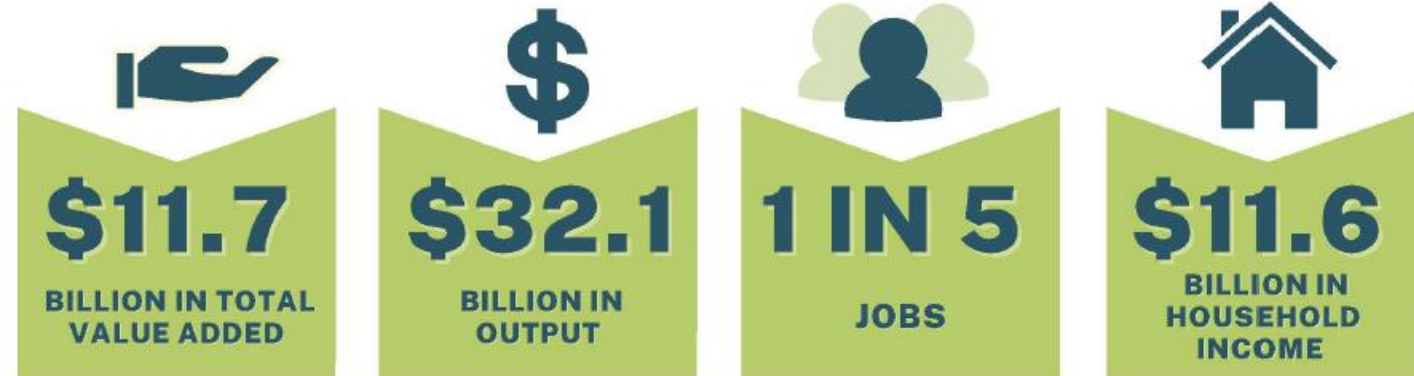
September 12, 2024

# South Dakota Trade Highlights



Graphic from SD Trade

## AGRICULTURE, AGRI-FOOD, FORESTRY, & RELATED INDUSTRIES IN SOUTH DAKOTA CONTRIBUTE:



- On average, about **73%** of South Dakota exports are agricultural products.
- Jobs attributable to trade in SD:
  - 27,075 total
  - 7,910 manufacturing
  - 19,165 agriculture

*\*Analysis of Foreign Ag Service and Economic Research Service data*

# South Dakota Trade Highlights

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- South Dakota ranked 12<sup>th</sup> in the nation for ag exports in 2022 with \$5.45b
  - 14<sup>th</sup> in animal products (\$1.056b) – 8<sup>th</sup> beef, 8<sup>th</sup> pork, 16<sup>th</sup> dairy
  - 12<sup>th</sup> in plant products (\$4.376b) – 7<sup>th</sup> in grain products, 8<sup>th</sup> soybeans, 8<sup>th</sup> soy meal, 9<sup>th</sup> vegetable oils, 8<sup>th</sup> wheat, 6<sup>th</sup> corn, 7<sup>th</sup> feeds
- Key markets (USDA ERS 2023):
  - Ethanol to Canada, S. Korea, Netherlands
  - Pork to Mexico, Japan, China
  - Distillers grains to Mexico, Canada, Ecuador
  - Soybean meal to Canada, Japan, Taiwan
  - Beef to Mexico, Canada, Netherlands, Japan, South Korea

## SD top exports among top 5 commodities in FY 2023

<b>Canada</b>	Ethanol	\$ 350,939,220.00
<b>Mexico</b>	Pork and pork products	\$ 176,289,850.00
<b>Mexico</b>	Distillers grains	\$ 145,769,570.00
<b>Canada</b>	Soybean meal	\$ 126,922,381.00

## South Dakota Exports: Scale from 2013 – 2023

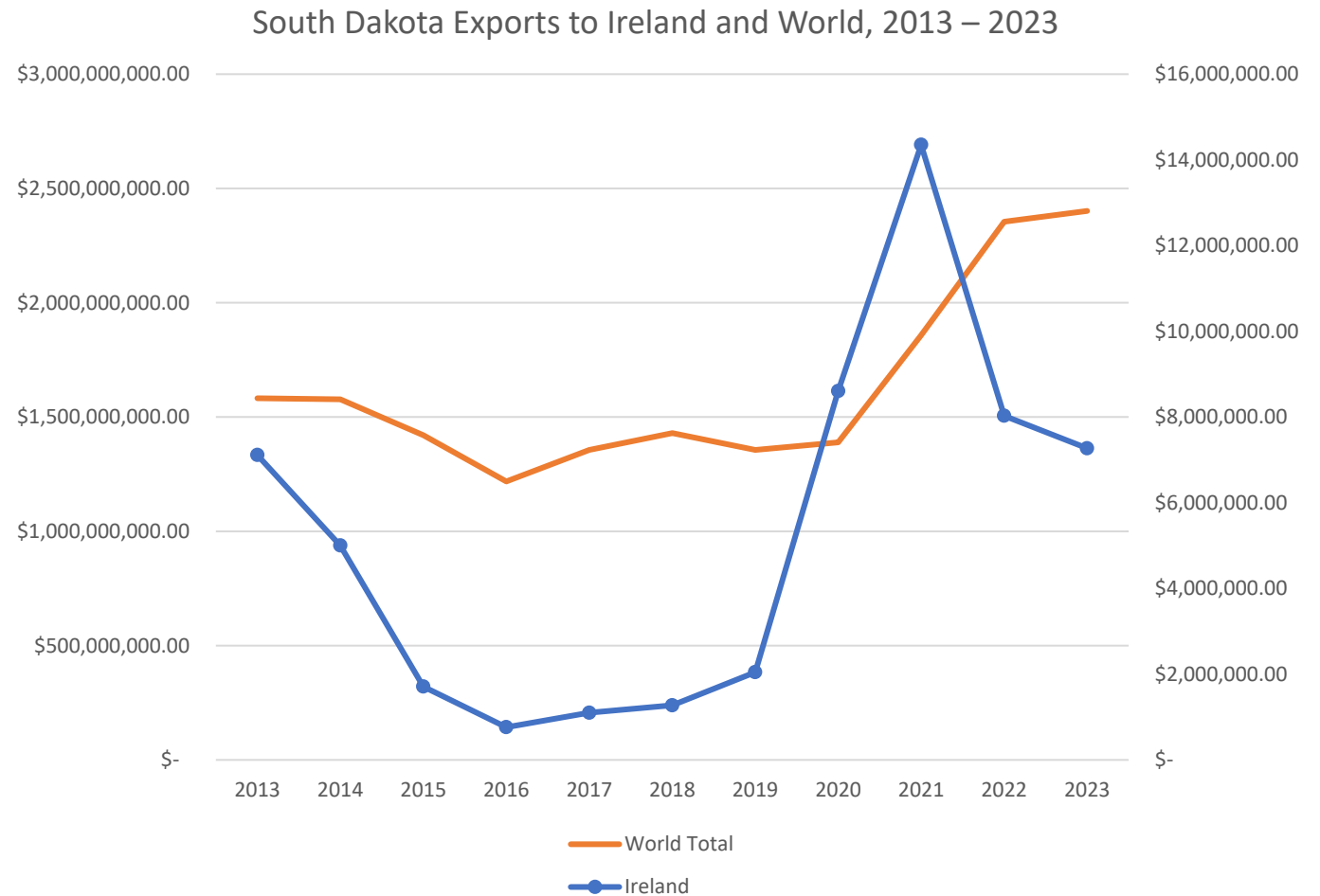
- South Dakota exported over **\$17.9 billion**
- South Dakota exported over \$100m to 16 countries and over \$50m to 27
- Top two destinations, Canada and Mexico, account for over 60% of SD exports to the globe

Top South Dakota Export Destinations, 2013 - 2023			
	<u>Export Destination</u>	<u>Value, 2013 - 2023</u>	<u>% of World Total</u>
	World Total	\$ 17,943,531,549.00	
1	Canada	\$ 7,328,899,713.00	40.84%
2	Mexico	\$ 4,177,204,144.00	23.28%
3	China	\$ 870,850,703.00	4.85%
4	Japan	\$ 857,788,696.00	4.78%
5	Korea, South	\$ 501,533,251.00	2.80%
6	Belgium	\$ 390,187,618.00	2.17%
7	Australia	\$ 386,112,630.00	2.15%
8	Germany	\$ 347,509,860.00	1.94%
9	Saudi Arabia	\$ 256,565,853.00	1.43%
10	United Kingdom	\$ 198,318,712.00	1.11%

<b>Top South Dakota Export Destinations, 2013 – 2023 (Cont.)</b>			
	<b><u>Export Destination</u></b>	<b><u>Value, 2013 - 2023</u></b>	<b><u>% of World Total</u></b>
	World Total	\$ 17,943,531,549.00	
11	Netherlands	\$ 168,912,091.00	0.94%
12	Brazil	\$ 164,158,361.00	0.91%
13	Hong Kong	\$ 158,962,349.00	0.89%
14	Israel	\$ 141,621,887.00	0.79%
15	New Zealand	\$ 110,605,904.00	0.62%
16	Taiwan	\$ 101,809,851.00	0.57%
17	Thailand	\$ 92,929,177.00	0.52%
18	Philippines	\$ 88,287,924.00	0.49%
19	France	\$ 71,700,151.00	0.40%
20	Singapore	\$ 69,668,275.00	0.39%
21	Ukraine	\$ 68,349,807.00	0.38%
22	India	\$ 63,377,011.00	0.35%
23	Colombia	\$ 61,933,664.00	0.35%
24	Vietnam	\$ 57,846,664.00	0.32%
25	Ireland	\$ 57,268,333.00	0.32%
26	Switzerland	\$ 55,360,885.00	0.31%
27	United Arab Emirates	\$ 52,742,013.00	0.29%

# SD-Ireland Trade: Scale from 2013 – 2023

- South Dakota exported over \$50,000,000 to 27 nations
- Ireland was the 25<sup>th</sup> largest destination of those over \$50m (\$57.2m)
- Ireland received 0.32% of SD exports
- SD Exports to the Globe grew 51.78% (2013-2023)
- SD exports to Ireland grew 2.22% (45<sup>th</sup> among the 45 nations with positive growth; 23<sup>rd</sup> among nations with over \$50m in exports)



## South Dakota Exports to Ireland: Scale from 2013 – 2023

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- South Dakota exported over **\$17.9 billion**
- South Dakota exported **\$57,268,333** to Ireland (25th largest partner)
- Among U.S. states SD ranks 48<sup>th</sup> in imports from Ireland and 47<sup>th</sup> in exports to Ireland

South Dakota Exports to Ireland by Year	
Year	Sum of Total Value (\$US)
2013	\$ 7,112,262.00
2014	\$ 5,002,412.00
2015	\$ 1,710,476.00
2016	\$ 764,203.00
2017	\$ 1,102,083.00
2018	\$ 1,273,903.00
2019	\$ 2,047,034.00
2020	\$ 8,605,929.00
2021	\$ 14,350,528.00
2022	\$ 8,029,043.00
2023	\$ 7,270,460.00
<b>Grand Total</b>	<b>\$ 57,268,333.00</b>



# South Dakota Exports: Top Growth Markets 2013-2023

10 Year Growth Lead Destinations (over \$50m)				
	Country	Grand Total	% of World Total	10 Year Growth Rate
	World Total	\$ 17,943,531,549.00		51.78%
1	Netherlands	\$ 168,912,091.00	0.94%	1157.36%
2	India	\$ 63,377,011.00	0.35%	1028.99%
3	Switzerland	\$ 55,360,885.00	0.31%	942.06%
4	Korea, South	\$ 501,533,251.00	2.80%	264.84%
5	China	\$ 870,850,703.00	4.85%	203.44%
6	Japan	\$ 857,788,696.00	4.78%	178.39%
7	Germany	\$ 347,509,860.00	1.94%	143.81%
8	Taiwan	\$ 101,809,851.00	0.57%	130.47%
9	Colombia	\$ 61,933,664.00	0.35%	111.17%
10	United Kingdom	\$ 198,318,712.00	1.11%	90.37%
21	Ireland	\$ 57,268,333.00	0.32%	2.22%

Annual Growth Lead Destinations (over \$50m)				
	Country	Grand Total	% of World Total	Annual Growth Rate
	World Total	\$ 17,943,531,549.00		51.78%
1	Switzerland	\$ 55,360,885.00	0.31%	77.51%
2	India	\$ 63,377,011.00	0.35%	41.76%
3	Netherlands	\$ 168,912,091.00	0.94%	38.91%
4	Vietnam	\$ 57,846,664.00	0.32%	38.82%
5	United Arab Emirates	\$ 52,742,013.00	0.29%	35.32%
6	Korea, South	\$ 501,533,251.00	2.80%	34.51%
7	Ireland	\$ 57,268,333.00	0.32%	30.34%
8	Colombia	\$ 61,933,664.00	0.35%	21.64%
9	Taiwan	\$ 101,809,851.00	0.57%	20.33%
10	Thailand	\$ 92,929,177.00	0.52%	17.83%

# What do we sell them?

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- South Dakota exported over \$100,000 worth of products in 12 different categories
- Top categories include electric machinery, manufacturing and other industrial process components

SD Top Exports to Ireland by Chapter, 2013 – 2023	Grand Total
All Commodities	\$ 57,268,333.00
Electric Machinery Etc; Sound Equip; Tv Equip; Pts	\$ 33,498,909.00
Printed Books, Newspapers Etc; Manuscripts Etc	\$ 7,356,956.00
Nuclear Reactors, Boilers, Machinery Etc.; Parts	\$ 5,204,095.00
Plastics And Articles Thereof	\$ 5,074,009.00
Optic, Photo Etc, Medic Or Surgical Instrments Etc	\$ 3,422,832.00
Apparel Articles And Accessories, Knit Or Crochet	\$ 581,450.00
Pharmaceutical Products	\$ 415,270.00
Live Animals	\$ 376,086.00
Albuminoidal Subst; Modified Starch; Glue; Enzymes	\$ 361,341.00
Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	\$ 201,210.00
Articles Of Iron Or Steel	\$ 175,821.00
Paper & Paperboard & Articles (inc Papr Pulp Artl)	\$ 164,648.00



# Compare: Top SD International Exports, 2013-2023

Commodity Group	Grand Total	Ireland Share
02 Meat And Edible Meat Offal	\$ 4,762,565,352.00	0.00%
23 Food Industry Residues & Waste; Prep Animal Feed	\$ 3,911,755,089.00	0.00%
84 Nuclear Reactors, Boilers, Machinery Etc.; Parts	\$ 3,549,562,360.00	0.15%
87 Vehicles, Except Railway Or Tramway, And Parts Etc	\$ 1,630,320,252.00	0.00%
22 Beverages, Spirits And Vinegar	\$ 1,225,802,122.00	0.00%
85 Electric Machinery Etc; Sound Equip; Tv Equip; Pts	\$ 1,060,399,854.00	3.16%
12 Oil Seeds Etc.; Misc Grain, Seed, Fruit, Plant Etc	\$ 908,058,135.00	0.02%
39 Plastics And Articles Thereof	\$ 782,179,023.00	0.65%
25 Salt; Sulfur; Earth & Stone; Lime & Cement Plaster	\$ 486,483,823.00	0.00%
10 Cereals	\$ 428,100,907.00	0.00%
15 Animal, Vegetable Or Microbial Fats And Oils Etc	\$ 405,829,092.00	0.00%
41 Raw Hides And Skins (no Furskins) And Leather	\$ 319,209,157.00	0.00%
90 Optic, Photo Etc, Medic Or Surgical Instrments Etc	\$ 262,594,164.00	1.30%
05 Products Of Animal Origin, Nesoi	\$ 255,581,866.00	0.00%
04 Dairy Prods; Birds Eggs; Honey; Ed Animal Pr Nesoi	\$ 246,056,323.00	0.00%

# What do we buy from them?

- South Dakota imported over \$100,000 worth of products in 11 different categories
- Top categories include electric and other machinery (circuit parts, forklifts), beverages (whiskey)

SD Top Imports from Ireland, 2013 – 2023	Grand Total
Electric Machinery Etc; Sound Equip; Tv Equip; Pts	\$ 18,946,901.00
Nuclear Reactors, Boilers, Machinery Etc.; Parts	\$ 12,797,360.00
Beverages, Spirits And Vinegar	\$ 5,787,488.00
Albuminoidal Subst; Modified Starch; Glue; Enzymes	\$ 4,607,637.00
Special Classification Provisions, Nesoi	\$ 2,350,866.00
Soap Etc; Waxes, Polish Etc; Candles; Dental Preps	\$ 274,589.00
Milling Products; Malt; Starch; Inulin; Wht Gluten	\$ 223,006.00
Live Animals	\$ 214,870.00
Vehicles, Except Railway Or Tramway, And Parts Etc	\$ 153,897.00
Optic, Photo Etc, Medic Or Surgical Instrments Etc	\$ 132,538.00
Plastics And Articles Thereof	\$ 109,138.00

# Compare: Top SD International Imports, 2013-2023

Commodity Group	Grand Total	Ireland Share
84 Nuclear Reactors, Boilers, Machinery Etc.; Parts	\$ 2,904,658,398.00	0.44%
16 Prep Of Meat,of Fish,of Crustaceans Etc,of Insects	\$ 1,932,817,328.00	0.00%
85 Electric Machinery Etc; Sound Equip; Tv Equip; Pts	\$ 1,393,393,354.00	1.36%
87 Vehicles, Except Railway Or Tramway, And Parts Etc	\$ 889,962,848.00	0.02%
44 Wood And Articles Of Wood; Wood Charcoal	\$ 674,983,385.00	0.00%
39 Plastics And Articles Thereof	\$ 629,757,326.00	0.02%
73 Articles Of Iron Or Steel	\$ 581,774,381.00	0.00%
31 Fertilizers	\$ 546,725,412.00	0.00%
01 Live Animals	\$ 477,097,781.00	0.05%
98 Special Classification Provisions, Nesoi	\$ 367,616,463.00	0.64%
76 Aluminum And Articles Thereof	\$ 319,570,820.00	0.00%
94 Furnit;bedding,mattres;luminaires,light Fix;prefab	\$ 315,902,896.00	0.01%
40 Rubber And Articles Thereof	\$ 264,412,021.00	0.03%
83 Miscellaneous Articles Of Base Metal	\$ 258,893,558.00	0.03%
02 Meat And Edible Meat Offal	\$ 249,263,833.00	0.00%