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WHAT DOES USAPEEC DO?
Increase U.S. Poultry & Egg Exports by:
• Protecting Markets
• Opening Markets
• Developing Markets
• Serving as the industry’s voice on trade and policy issues

Serves as a link between the industry and the government.
Acts as a liaison between exporters and importers, representing the U.S. poultry industry.
USAPEEC LOCATIONS
16 offices including HQ in Stone Mountain, GA
and international locations in major export markets
Mexico City
Monterrey
Hong Kong
Singapore
Moscow/Central Asia
Tokyo
Seoul
Middle East
South Africa
Europe
Latin America/Caribbean
India

CORN AND SOYBEAN USED BY U.S. POULTRY AND EGG INDUSTRY

In 2018, soybean usage reached 1.05 billion bushels, an equivalent of soybean production in Illinois and Indiana combined.

Without U.S. poultry and egg production, U.S. soybean prices would decrease by 65%, all other things being held equal.

POULTRY IS THE LARGEST LIVESTOCK CONSUMER OF SOY AND CORN MEALS

Source: SOY STATS, ERS & USDA

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Without U.S. poultry and egg production, U.S. soybean prices would decrease by 65%, all other things being held equal.
Without U.S. poultry and egg exports, U.S. soybean prices would decrease by 9%, all other things being held equal.

147 million bushels of soybeans worth $4.5 billion were exported through poultry and eggs in 2018.
In 2009, Russia and China were the top destinations for U.S. broiler exports; For Jan-Aug 2019, shipments to Russia and China were zero.
**TOP TABLE EGG EXPORT MARKETS** (share of export quantity)

- Hong Kong: 37.4% in 2015, 37.5% in 2016, 37.5% in 2017, 2.0% in 2018, 2.0% in 2019
- Canada: 12.0%
- Mexico: 12.0%
- U.A.E.: 2.0%
- Bahamas: 2.0%
- ROW: 9.0%

Source: USDA/FAS

**TOP EGG PRODUCT EXPORT MARKETS** (share of export value)

- Japan: 23.2% in 2015, 4.6% in 2016, 7.6% in 2017, 13.1% in 2018, 35.6% in 2019
- Mexico: 15.8%
- Canada: 10.0%
- EU-28: 15.8%
- South Korea: 5.6%
- ROW: 4.1%

Source: USDA/FAS

**MEMORABLE YEAR**

- Poultry has overtaken pork production as African Swine Fever (ASF) reshaped global meat markets
- Opened three new markets – India, Morocco, Tunisia
- And the BIG Kahuna.....China just re-opened its doors after being closed for almost 5 years!!!

Opening China to U.S. paws would increase bottom line of U.S. chicken companies by nearly $835 million and reduce trade deficit by $1 billion

Alternately, paws are worth $75 million without access to China
Moving the Needle with help from Kansas Soybean Commission

- USAPEEC has provided individual technical assistance to 23 meat processors
- Commercial production of 34 new products with U.S. poultry ingredients equaling nearly 17,000 MT per year
Developing the Market for U.S. Poultry in Korea’s Foodservice and Retails sectors
Promotion and Expansion of U.S. Poultry in the Foodservice Sector of Armenia
Creating Demand for U.S. Poultry in Colombia’s Foodservice Sector
THANK YOU!