

California Agricultural Exports 2018-2019





California Agricultural Exports

In 2018, California's agricultural exports totaled \$21.02 billion in value, representing an increase of 1.3 percent compared to 2017. As indicated in the table below, California's agricultural exports have grown substantially over the past 10 years, despite slight contractions in 2009, 2015 and 2016.

California's top valued agricultural export commodity continues to be almonds, with a value of more than \$4.5 billion in foreign sales in 2018. This figure represents a change of just over 1 percent from the previous year's figure. Pistachios ranked number two in export value at \$1.7 billion. California dairy and dairy products recorded an export value of \$1.7 billion in 2018, representing just over 6 percent growth over the prior year.

The principal 57 export commodities accounted for \$18.0 billion in export value in 2018, or 85 percent of the total value of California's agricultural exports, while the remaining 15 percent of exports were associated with "Other Products and Mixtures". Of the top 57 commodities exported, 15 showed an increase in export value of 5 percent or more, compared to the previous year, while 18 experienced a decrease in export value of 5 percent or more.

California's share of total U.S. agricultural exports for 2018 was 15.1 percent, which is up slightly compared to the share reported in 2017. California's top 10 export destinations – the European Union, Canada, China/Hong Kong, Japan, South Korea, Mexico, India, Vietnam, United Arab Emirates, and Taiwan – accounted for 68 percent of the 2018 export value. Vietnam showed the largest growth in total export value with a 46 percent increase compared to the previous year.

Methodology

Data to compute agricultural exports are derived from official government sources, published industry sources, and unpublished information from the government and the industry. Export quantities and values of the whole U.S. and California port districts are from the Department of Commerce (DOC) trade data posted on the United States International Trade Commission (USITC) online database (<http://dataweb.usitc.gov/>). Canadian import (value) data are from Strategis Canada's online database (<http://strategis.ic.gc.ca/engdoc/main.html>). If the California export price is not available for a particular product, we use the U.S. average export price for that commodity in order to provide a dollar value for exports.

Production quantities and values are from various National Agricultural Statistics Service (NASS), Economic Research Service (ERS), and Agricultural Marketing Service (AMS) publications. A share of the raw data provided in these USDA service publications are released as a preliminary report early in the calendar year followed by a more accurate final report released at a later date. For accuracy, The University of California Agricultural Issues Center (AIC) export estimates use data from final USDA reports.

California Agricultural Export Values, 2008-2018

Year	Export Value
	<i>\$1 Billion</i>
2018	\$21.02
2017	\$20.75
2016	\$19.98
2015	\$20.81
2014	\$21.55
2013	\$21.55
2012	\$18.77
2011	\$17.23
2010	\$14.75
2009	\$12.44
2008	\$12.90

AIC exports estimates use different methods from other sources, such as ERS. The ERS estimates are based on a state's national share of production of the exported commodity. The ERS method assumes that, for any particular commodity, a state's share of U.S. production equals that state's share of U.S. exports. Other sources use geographic port data, without direct links to where the product originated. The AIC export figures correspond to commodities that have been produced on farms and ranches within California. Products originated in another state and exported via California ports are not included in these statistics.

In most cases, AIC reports exports at the individual commodity level. For instance, exports of a given fruit in fresh, canned, and dried forms are summed and listed under the name of the fruit, although the method for fresh fruit exports may differ from the method used for canned and dried fruit. The ratio of quantity exported to quantity produced is given on a farm weight basis. That means, for example, that wine is converted back into fresh grapes. Standard conversion factors published by the USDA are applied.



California Agricultural Products Export Values and Rankings, 2016 2018

2018 Rank	Product	2016	2017	2018	Change in Value 2017 to 2018 (In Percent) ¹
		\$1 Million			
1	Almonds	4,497	4,483	4,530	1.0
2	Pistachios	1,145	1,518	1,736	14.3
3	Dairy and Products ²	1,416	1,599	1,696	6.1
4	Wine	1,493	1,401	1,327	-5.3
5	Walnuts	1,342	1,370	1,281	-6.5
6	Table Grapes	799	795	801	0.8
7	Oranges and Products ^{2,3}	678	679	650	-4.3
8	Rice	714	637	629	-1.3
9	Tomatoes, Processed ²	743	649	599	-7.7
10	Cotton	324	377	445	17.9
11	Strawberries ^{2,3}	403	414	439	6.1
12	Beef and Products ⁴	312	375	414	10.4
13	Hay ^{2,3}	366	346	334	-3.5
14	Seeds ²	358	343	315	-7.9
15	Lettuce ^{2,3}	293	317	297	-6.3
16	Raisins	322	307	283	-7.9
17	Lemons	218	219	209	-4.2
18	Prunes	163	140	142	1.7
19	Raspberries and Blackberries ⁵	129	130	135	3.6
20	Cauliflower	118	127	134	5.8
21	Peaches and Nectarines ³	130	125	124	-1.0
22	Flowers and Nursery	98	117	112	-4.3
23	Broccoli	109	90	96	6.9
24	Carrots	97	93	95	2.4
25	Spinach	92	92	92	-0.2
26	Celery	78	78	75	-3.4
27	Onions ^{2,3}	72	69	72	4.1
28	Cherries	81	161	71	-55.7
29	Melons	58	65	68	4.4
30	Dates	53	54	65	18.8
31	Plums	58	68	58	-14.0
32	Sweet Potatoes	36	37	57	53.3
33	Tangerines and Mandarins	51	49	51	3.5
34	Avocados ²	29	25	49	99.1
35	Pears	37	42	42	-1.0
36	Blueberries	43	40	37	-5.8
37	Olives and Olive Oil	38	40	35	-11.9
38	Tomatoes, Fresh	41	41	35	-15.3
39	Grapefruit	34	34	31	-8.6
40	Potatoes	32	32	29	-10.1
41	Garlic	47	38	28	-25.5
42	Grape Juice	27	29	28	-3.0
43	Bell and Chili Peppers	26	26	26	0.8
44	Apples ³	18	21	22	5.1
45	Asparagus ²	17	19	20	4.6
46	Wheat ²	11	10	20	100.1
47	Cabbage	13	15	19	30.9

California Agricultural Products Export Values and Rankings, 2016 2018

2018 Rank	Product	2016	2017	2018	Change in Value 2017 to 2018 (In Percent) ¹
		\$1 Million			
48	Kiwi	16	25	19	-25.2
49	Turkey	19	18	18	-3.0
50	Figs	15	16	16	-3.4
51	Cottonseed and Byproducts ²	6	9	12	34.4
52	Chickens	10	11	11	1.4
53	Apricots ^{2,3}	14	17	11	-35.1
54	Dry Beans ²	22	16	10	-38.0
55	Eggs	4	7	8	9.4
56	Mushrooms	4	4	4	-2.1
57	Artichokes	3	4	3	-9.4
	Total Principal Commodities⁶	17,375	17,859	17,962	0.6
	Total Other Products and Mixtures^{7,8}	2,608	2,887	3,054	5.8
	Total All Agricultural Exports⁹	19,983	20,746	21,017	1.3

¹ Total export values for each year are rounded to the nearest million dollars. More precise values are used in the percent change calculations.

² Export values for 2017 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

³ Export values for 2016 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

⁴ Hides and skins are included in the heading "Beef and Products".

⁵ "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

⁶ "Total Principal Commodity" values for 2016 and 2017 were revised based on updates to USDA NASS production data.

⁷ "Total Other Products and Mixtures" is composed of (a) highly processed products that are difficult to attribute to a specific commodity such as mixtures of fruits, nuts and vegetables and other processed foods; (b) categories for which the listed item does not provide data on individual commodities and (c) animal and plant products marketed in such small quantities that they are not included in the top 57 leading commodities.

⁸ "Total Other Products and Mixtures" values for 2016 and 2017 were revised based on updates to USDA NASS production data.

⁹ "Total All Agricultural Exports" values for 2016 and 2017 were revised based on updates to USDA NASS production data.

Source: University of California, Agricultural Issues Center



California Share of U.S. Agricultural Exports by Category and Commodity, 2017 and 2018

Commodity	2017		2018		Change in California Share of U.S. Exports 2017 to 2018
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Animal Products	17,901	11.2	18,773	11.4	1.8
Dairy and Products	5,036	31.8	5,140	33.0	3.9
Beef and Products ¹	8,626	4.3	9,362	4.4	1.8
Turkey	429	4.3	424	4.2	-1.9
Eggs	425	1.6	449	1.7	3.5
Chicken	3,385	0.3	3,399	0.3	1.1
Field Crops	13,576	18.1	18,647	13.1	-27.3
Cotton	5,828	6.5	6,907	6.4	-0.5
Cottonseed and Byproducts	179	4.8	179	6.5	34.6
Dry Beans	202	7.9	139	7.3	-6.9
Hay	1,463	23.6	1,406	23.8	0.7
Potatoes	240	13.3	235	12.3	-7.5
Rice	1,741	36.6	1,714	36.7	0.3
Seeds for Sowing	1,753	19.6	1,829	17.2	-12.1
Sweet Potatoes	183	20.4	192	29.9	46.6
Tomatoes, Processed	694	93.0	643	93.1	0.1
Wheat	6,078	0.2	5,403	0.4	125.1
Fruits	7,668	63.8	7,517	62.7	-1.8
Apples	1,037	2.0	1,079	2.0	1.6
Apricots	22	84.9	14	78.8	-7.1
Avocados	29	83.6	54	90.2	8.0
Blueberries	253	15.7	250	15.0	-4.6
Cherries	662	24.3	555	12.8	-47.1
Dates	54	100.0	65	100.0	0.0
Figs	16	100.0	16	100.0	0.0
Grape Juice	76	37.6	72	38.3	1.9
Grapefruit	117	29.3	104	30.1	2.7
Kiwi	25	100.0	19	100.0	0.0
Lemons	241	90.8	235	89.2	-1.8
Melons	242	26.8	237	28.5	6.7
Olives and Olive Oil ²	40	100.0	35	100.0	0.0
Oranges and Products	1,059	63.9	965	67.3	5.3
Peaches and Nectarines	164	76.3	175	71.0	-6.9
Pears	187	22.6	191	21.9	-3.2
Plums	69	98.5	59	98.7	0.3
Prunes	140	100.0	142	100.0	0.0
Raisins	307	100.0	283	100.0	0.0
Raspberries and Blackberries ³	159	82.2	167	80.5	-2.0
Strawberries	472	87.9	494	88.7	1.0
Table Grapes	795	100.0	801	100.0	0.0
Tangerines and Mandarins	55	88.4	59	86.7	-2.0
Wine	1,531	91.5	1,448	91.7	0.2

California Share of U.S. Agricultural Exports by Category and Commodity, 2017 and 2018

Commodity	2017		2018		Change in California Share of U.S. Exports 2017 to 2018
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Tree Nuts	7,371	100.0	7,547	100.0	0.0
Almonds	4,483	100.0	4,530	100.0	0.0
Walnuts	1,370	100.0	1,281	100.0	0.0
Pistachios	1,518	100.0	1,736	100.0	0.0
Vegetables	1,650	61.3	1,695	58.8	-4.0
Artichokes	4	100.0	3	100.0	0.0
Asparagus	66	21.0	84	23.9	13.8
Bell and Chili Peppers	78	33.3	79	33.0	-0.9
Broccoli	98	91.8	105	92.0	0.2
Cabbage	63	23.5	77	24.7	5.4
Carrots	109	85.3	114	83.5	-2.1
Cauliflower	152	83.5	163	82.2	-1.5
Garlic	38	100.0	28	100.0	0.0
Lettuce	447	70.5	442	67.3	-4.5
Mushrooms	41	9.2	47	7.8	-15.9
Onions	227	33.2	231	31.3	-5.8
Spinach	124	74.2	126	72.9	-1.8
Tomatoes, Fresh	117	34.9	112	30.8	-11.7
Flowers and Nursery	426	27.5	440	25.5	-7.2
Total California Principal Commodities	48,593	36.7	54,620	32.9	-10.5
Total Other Products and Mixtures⁴	89,583	3.2	84,977	3.6	11.5
Total US Agricultural Exports⁵	138,160	15.0	139,597	15.1	0.3

¹ Hides and skins are included in the heading "Beef and Products".

² Product category "Olives and Olive Oil" is equal to the product category "Olives and Products" found in previous years' data tables.

³ "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

⁴ Total other products and mixtures is equal to total US agricultural exports minus total California principal commodity exports.

⁵ Total US agricultural export values come from USDA. USDA defines agriculture to include: live animals, meat, and products of livestock, poultry, and Dairy products; hides and skins (but not leather products); animal fats and greases; food and feed grains and grain products; oilseeds and oilseed products; fruits, nuts, and vegetables and products of these; juices, wine, and malt products; beverages (not distilled spirits); essential oils; planting seeds; raw cotton, wool, and other fibers (not manufactured products of these); unmanufactured tobacco (not manufactured tobacco products); sugar and sugar products; coffee, cocoa, tea, and products of these; rubber and allied products; and stock for nurseries and greenhouses, spices, and crude or natural drugs. Fish, shellfish, and forestry products are not included in "agriculture."

Source: University of California, Agricultural Issues Center



Major Destinations for California Agricultural Exports, 2017 and 2018^{1, 2}

Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination	
	2017	2018		2017	2018		2017	2018
Almonds (1)	2017	2018	Tomatoes, Processed (9)	2017	2018	Raspberries and Blackberries (19)⁴	2017	2018
European Union	35	36	Canada	42	40	Canada	77	74
India	15	13	Mexico	12	12	Japan	6	6
China/HK	11	11	Japan	7	8	Other destinations	17	20
Canada	6	6	European Union	8	7			
Japan	5	6	Other destinations	31	32	Cauliflower (20)	2017	2018
United Arab Em	5	4				Canada	87	83
Other destinations	24	24	Cotton (10)	2017	2018	Taiwan	5	8
			China/HK	28	35	Japan	<5	6
Pistachios (2)	2017	2018	India	31	34	Other destinations	5	<5
China/HK	44	39	Vietnam	8	5			
European Union	30	31	Indonesia	5	<5	Peaches and Nectarines (21)	2017	2018
Canada	5	6	Turkey	<5	<5	Canada	60	55
Other destinations	21	25	Other destinations	24	20	Mexico	19	23
						Taiwan	9	10
Dairy and products (3)	2017	2018	Strawberries (11)	2017	2018	Australia	3	5
Mexico	30	18	Canada	69	67	Other destinations	9	7
China/HK	12	16	Mexico	10	10			
Canada	6	13	Japan	7	7	Flowers and Nursery (22)	2017	2018
Japan	6	7	Other destinations	15	17	Mexico	35	39
Korea	<5	5				Canada	27	29
Philippines	6	<5	Beef and Products (12)³	2017	2018	Peru	14	11
Other destinations	40	38	Japan	34	28	European Union	10	8
			Korea	25	25	Other destinations	14	13
Wine (4)	2017	2018	China/HK	24	18			
European Union	37	32	Vietnam	<5	17	Broccoli (23)	2017	2018
Canada	27	30	Taiwan	8	7	Canada	72	73
China/HK	13	13	Other destinations	9	5	Japan	20	22
Japan	6	6				Taiwan	5	<5
Other destinations	17	19	Hay (13)	2017	2018	Other destinations	<5	<5
			Japan	34	36			
Walnuts (5)	2017	2018	China/HK	27	23	Carrots (24)	2017	2018
European Union	36	35	Korea	20	18	Canada	87	89
Japan	10	10	Saudi Arabia	7	11	Other destinations	13	11
Turkey	9	9	United Arab Em	6	6			
Korea	7	7	Other destinations	6	6	Spinach (25)	2017	2018
Canada	6	7				Canada	94	93
United Arab Em	5	6	Lettuce (15)	2017	2018	Mexico	6	7
China/HK	5	<5	Canada	89	88	Other destinations	0	0
India	5	<5	Taiwan	5	5			
Other destinations	19	25	Other destinations	7	7	Celery (26)	2017	2018
						Canada	79	78
Table Grapes (6)	2017	2018	Raisins (16)	2017	2018	Japan	5	6
Canada	29	26	Japan	24	30	Taiwan	5	<5
Mexico	12	12	European Union	23	15	China/HK	<5	<5
China/HK	10	8	Canada	11	10	Other destinations	7	8
Australia	5	6	China/HK	8	7			
Japan	5	6	Other destinations	35	38	Onions (27)	2017	2018
Taiwan	5	6				Canada	45	47
Korea	<5	6	Lemons (17)	2017	2018	Mexico	19	15
Philippines	5	5	Japan	30	33	European Union	9	7
Vietnam	<5	5	Canada	28	26	Japan	6	8
Other destinations	29	21	Korea	12	12	Indonesia	<5	5
			China/HK	7	6	Taiwan	6	5
Oranges and Products (7)	2017	2018	European Union	6	7	Other destinations	16	13
Korea	34	32	Other destinations	14	16			
Canada	21	22				Cherries (28)	2017	2018
China/HK	18	21	Prunes (18)	2017	2018	Canada	24	26
Japan	11	11	European Union	33	30	Korea	20	23
Other destinations	16	15	Japan	19	22	China/HK	27	21
			China/HK	7	6	Japan	7	6
Rice (8)	2017	2018	Mexico	6	6	Other destinations	13	15
Japan	30	41	Australia	<5	5			
Korea	13	16	Vietnam	5	<5	Melons (29)	2017	2018
Jordan	14	11	Other destinations	21	19	Canada	83	78
European Union	5	7				Mexico	7	13
Canada	9	<5				Other destinations	10	9
Saudi Arabia	5	<5						
Other destinations	24	26						

Major Destinations for California Agricultural Exports, 2017 and 2018 ^{1, 2}

Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination	
	2017	2018		2017	2018		2017	2018
Dates (30)			Tomatoes, Fresh (38)			Kiwi (48)		
Canada	31	31	Canada	87	91	Mexico	39	47
Australia	29	28	Mexico	8	4	Japan	36	29
European Union	14	13	Other destinations	5	5	Canada	15	12
Mexico	5	6				European Union	5	<5
Indonesia	6	<5	Grapefruit (39)	2017	2018	Other destinations	5	12
Other destinations	16	18	European Union	28	30			
			Japan	28	27	Figs (50)	2017	2018
Plums (31)	2017	2018	Canada	23	23	Canada	38	39
China/HK	41	29	Korea	10	11	Mexico	35	26
Canada	33	37	Other destinations	11	9	China/HK	12	17
Mexico	11	17				Turkey	<5	7
Taiwan	10	10	Potatoes (40)	2017	2018	Japan	10	7
Other destinations	5	8	Canada	42	41	Other destinations	6	4
			Mexico	17	23			
Sweet Potatoes (32)	2017	2018	Taiwan	9	7	Cottonseed and Byproducts (51)	2017	2018
European Union	74	72	Japan	8	7	Mexico	34	30
Canada	24	25	Other destinations	23	18	Korea	19	18
Other destinations	2	3				Saudi Arabia	13	14
			Garlic (41)	2017	2018	Japan	14	12
Tangerines and Mandarins (33)	2017	2018	Canada	28	35	Canada	<5	5
Canada	44	41	European Union	17	9	Other destinations	16	21
Japan	30	31	Mexico	9	13			
European Union	12	12	Japan	7	10	Apricots (53)	2017	2018
Other destinations	14	17	Peru	7	6	Canada	41	62
			Indonesia	5	6	Mexico	15	15
Avocado (34)	2017	2018	Australia	5	<5	Japan	9	8
Korea	47	48	Other destinations	23	22	China/HK	27	<5
Japan	5	17				Other destinations	7	12
Canada	16	11	Grape Juice (42)	2017	2018			
China/HK	9	5	Canada	62	64	Dry Beans (54)	2017	2018
Singapore	5	<5	Korea	11	13	European Union	38	46
Kuwait	6	<5	China/HK	7	5	Canada	17	13
Other destinations	11	13	Philippines	5	7	Pakistan	7	9
			Japan	7	<5	Japan	<5	5
Pears (35)	2017	2018	Other destinations	8	10	India	7	<5
Canada	65	65				Turkey	6	<5
Mexico	21	23	Bell and Chili Peppers (43)	2017	2018	Other destinations	25	27
Other destinations	14	11	Canada	95	96			
			Other destinations	5	4	Artichokes (57)	2017	2018
Blueberries (36)	2017	2018				Canada	64	67
Canada	59	59	Asparagus (45)	2017	2018	Mexico	24	26
European Union	5	11	European Union	24	29	Other destinations	12	7
Korea	8	8	Japan	27	26			
Japan	5	7	Australia	15	14			
Other destinations	23	15	Canada	15	13			
			Switzerland	7	7			
Olives and Olive Oil (37)	2017	2018	Other destinations	12	11			
Canada	37	41						
Mexico	14	19	Cabbage (47)	2017	2018			
Japan	7	6	Canada	95	93			
Other destinations	42	35	Other destinations	5	7			

¹ This table shows destinations that receive shares of total exports greater than or equal to 5 percent of each commodity in either 2017 or 2018 for which reliable data are available. The commodities are listed in order of export value and the numbers in parentheses correspond to the 2018 ranking in Table "California Agricultural Products Export Values and Rankings, 2016-2018."

² Accurate export destination data are only available for 50 of the top 57 commodities. The commodities for which export destinations are not included are "Apples", "Chickens", "Eggs", "Mushrooms", "Seeds for Sowing", "Turkey" and "Wheat".

³ Hides and skins are included in the heading "Beef and Products".

⁴ "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

Source: University of California Agricultural Issues Center

Major California Agricultural Exports to the Top 15 Destinations, 2017 and 2018

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹		Percent Change 2017 to 2018	Destination by Rank	Approximate Export Value \$1 Million ¹		Percent Change 2017 to 2018
	2017	2018			2017	2018	
1- European Union (EU-28)	3,415.0	3,373.2	-1.2	2-Canada	3,286.8	3,192.6	-2.9
Almonds	1,567.7	1,609.5	2.7	Wine	375.9	391.3	4.1
Pistachios	461.6	532.3	15.3	Lettuce	278.8	260.3	-6.6
Wine	520.7	428.2	-17.8	Almonds	256.3	276.9	8.0
Walnuts	491.4	453.5	-7.7	Tomatoes, Processed	270.4	241.5	-10.7
Raisins	69.7	41.7	-40.2	Strawberries	284.3	183.2	-35.5
Tomatoes, Processed	50.1	44.4	-11.3	Table Grapes	232.6	206.5	-11.2
Prunes	45.7	42.3	-7.4	Dairy and Products	91.2	196.0	114.8
Rice	33.4	39.1	17.1	Oranges and Products	145.6	141.1	-3.1
Dairy and Products	28.0	43.2	54.1	Cauliflower	109.8	111.1	1.2
Sweet Potatoes	27.5	41.1	49.5	Raspberries and Blackberries ²	100.1	99.5	-0.6
Lemons	14.2	11.1	-21.7	Pistachios	79.5	98.5	24.0
Table Grapes	13.8	7.6	-44.9	Walnuts	76.6	96.0	25.4
Flowers and Nursery	11.6	8.7	-25.4	Spinach	86.1	85.6	-0.6
Grapefruit	9.7	9.6	-1.8	Carrots	81.0	85.0	5.0
Dates	7.5	8.3	10.1	Peaches and Nectarines	74.9	68.5	-8.6
Tangerines and Mandarins	6.0	5.9	-1.5	Broccoli	65.2	70.2	7.8
Onions	6.7	5.2	-23.3	Celery	61.4	58.8	-4.2
Cotton	4.1	7.4	81.7	Melons	53.4	52.5	-1.5
Dry Beans	6.0	4.7	-21.7	Lemons	61.1	41.3	-32.3
Asparagus	3.3	6.1	85.1	Onions	34.0	33.8	-0.6
Oranges and Products	6.0	3.2	-46.9	Tomatoes, Fresh	35.5	31.4	-11.5
Garlic	6.3	2.6	-58.8	Flowers and Nursery	31.5	32.3	2.7
Blueberries	2.5	4.2	66.4	Raisins	33.5	29.1	-13.3
Strawberries	3.9	2.5	-36.3	Rice	54.2	6.7	-87.7
				Cherries	38.4	18.2	-52.8
				Pears	27.3	27.4	0.2
				Bell and Chili Peppers	24.7	24.9	1.1
				Blueberries	27.2	22.1	-18.8
				Plums	22.5	21.4	-4.8
				Tangerines and Mandarins	21.4	20.8	-3.2
				Dates	17.0	20.3	19.5
				Grape Juice	17.9	17.7	-1.1
				Cabbage	14.2	17.9	26.7
				Olives and Olive Oil	14.7	14.3	-2.5
				Prunes	13.1	12.5	-5.0
				Potatoes	13.6	11.9	-12.2
				Sweet Potatoes	9.0	14.4	60.6
				Garlic	10.7	9.7	-9.5
				Grapefruit	7.8	7.2	-7.1
				Apricot	7.7	6.7	-12.3
				Figs	6.2	6.2	0.8
				Avocados	3.9	5.4	36.1
				Hay	3.5	4.5	28.7
				Kiwi	3.8	2.3	-40.1
				Mushrooms	2.3	2.7	16.9
				Asparagus	2.1	2.6	28.2
				Artichokes	2.3	2.2	-3.7

Major California Agricultural Exports to the Top 15 Destinations, 2017 and 2018

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2017	2018	Percent Change 2017 to 2018		2017	2018	Percent Change 2017 to 2018
3- China/Hong Kong	2,270.0	2,252.1	-0.8	5- Korea	996.4	1,010.9	1.5
Pistachios	663.3	673.5	1.5	Oranges and Products	229.1	206.6	-9.8
Almonds	500.8	517.8	3.4	Almonds	173.7	165.4	-4.8
Dairy and Products	174.9	243.9	39.5	Beef and Products ³	95.4	125.4	31.4
Wine	185.3	174.9	-5.6	Walnuts	92.6	95.8	3.5
Oranges and Products	123.8	135.0	9.1	Rice	85.4	88.8	4.0
Cotton	106.8	126.4	18.3	Dairy and Products	56.6	69.3	22.4
Beef and Products ³	91.6	86.5	-5.7	Hay	68.9	59.7	-13.4
Table Grapes	81.7	62.9	-22.9	Table Grapes	30.0	50.4	68.0
Walnuts	63.8	36.5	-42.7	Avocados	11.2	23.5	110.0
Raisins	23.8	19.3	-18.7	Wine	20.3	20.7	1.7
Plums	27.6	17.0	-38.3	Tomatoes, Processed	19.3	19.4	0.5
Tomatoes, Processed	14.2	15.6	9.8	Lemons	25.2	19.2	-23.9
Cherries	42.7	15.1	-64.6	Cherries	32.7	16.4	-49.9
Lemons	16.3	10.5	-35.8	Raisins	9.8	9.4	-4.3
Prunes	9.6	8.8	-8.6	Pistachios	9.5	7.9	-16.8
Rice	14.6	5.5	-62.5	Prunes	4.3	6.0	40.4
Strawberries	10.0	4.8	-52.2	Grape Juice	3.2	3.7	16.3
Raspberries and Blackberries ²	1.0	3.1	223.9	Grapefruit	3.5	3.5	-1.6
Flowers and Nursery	3.1	3.0	-4.2	Strawberries	6.0	3.2	-46.9
Celery	3.3	2.8	-13.5	Blueberries	3.7	2.9	-21.6
Figs	2.0	2.7	34.4	Cottonseed	1.7	2.5	47.5
Avocados	2.3	2.6	16.8	Lettuce	1.1	2.5	117.6
4- Japan	1,451.8	1,556.6	7.2	6- Mexico	1,057.1	906.8	-14.2
Almonds	226.4	258.5	14.2	Dairy and Products	447.5	269.5	-39.8
Rice	189.8	232.0	22.3	Table Grapes	96.1	99.7	3.7
Beef and Products ³	127.1	137.7	8.3	Almonds	74.7	85.8	14.9
Walnuts	131.4	132.2	0.6	Tomatoes, Processed	79.8	72.8	-8.9
Hay	117.4	119.7	1.9	Walnuts	38.9	50.0	28.7
Dairy and Products	83.2	101.7	22.1	Flowers and Nursery	41.1	43.8	6.7
Wine	85.8	84.8	-1.2	Pistachios	23.5	32.6	38.5
Raisins	73.6	84.5	14.8	Strawberries	39.6	26.7	-32.4
Oranges and Products	71.5	68.5	-4.2	Rice	17.1	20.8	21.5
Lemons	65.2	53.3	-18.2	Wine	15.7	18.8	20.3
Tomatoes, Processed	46.6	46.1	-1.0	Oranges and Products	8.1	12.6	56.6
Table Grapes	38.8	45.1	16.2	Raisins	10.3	12.6	22.2
Prunes	26.0	30.9	18.9	Onions	14.0	11.2	-20.1
Strawberries	27.2	19.9	-26.7	Pears	9.0	9.7	6.9
Broccoli	18.0	20.8	15.0	Plums	7.6	9.6	26.5
Pistachios	14.9	17.9	19.8	Prunes	8.9	9.2	3.2
Tangerines and Mandarins	14.6	15.7	7.1	Melons	4.7	9.1	91.5
Grapefruit	9.6	8.4	-12.7	Kiwi	9.6	8.8	-8.8
Cotton	11.2	4.7	-58.1	Lettuce	6.3	6.7	7.7
Raspberries and Blackberries ²	7.8	8.1	2.8	Potatoes	5.6	6.7	20.1
Cherries	11.8	4.0	-66.4	Olives and Olive Oil	5.7	6.5	13.7
Kiwi	8.9	5.3	-40.4	Spinach	5.5	6.0	10.4
Cauliflower	4.5	7.7	70.0	Raspberries and Blackberries ²	4.5	5.2	15.3
Onions	4.5	5.4	19.5	Carrots	4.1	4.4	8.6
Avocados	1.2	8.3	577.8	Cottonseed	2.9	4.2	44.7
Asparagus	3.8	5.4	44.5	Dates	2.7	4.1	55.0
Celery	4.0	4.4	10.4	Figs	5.7	4.1	-28.4
Lettuce	3.1	4.3	39.2	Lemons	6.1	4.0	-34.7
Garlic	2.7	2.8	3.8	Garlic	3.3	3.7	11.2
Blueberries	2.3	2.7	17.4	Beef and Products ³	7.1	3.3	-53.4
Olives and Olive Oil	2.8	2.2	-23.4	Cauliflower	4.1	2.4	-41.7
Melons	2.4	2.5	7.9				

Major California Agricultural Exports to the Top 15 Destinations, 2017 and 2018

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2017	2018	Percent Change 2017 to 2018		2017	2018	Percent Change 2017 to 2018
7- India	879.6	815.7	-7.3	10- Taiwan	324.6	307.4	-5.3
Almonds	658.0	599.6	-8.9	Table Grapes	36.4	44.6	22.6
Cotton	118.4	123.0	3.9	Beef and Products ³	28.5	36.9	29.3
Pistachios	17.4	33.0	89.7	Almonds	51.3	29.7	-42.1
Walnuts	61.8	28.6	-53.7	Dairy and Products	15.4	27.5	78.4
Dairy and Products	12.5	21.0	67.7	Rice	24.8	21.0	-15.3
Rice	0.6	2.7	362.7	Walnuts	25.7	19.2	-25.1
Tomatoes, Processed	2.1	2.7	27.9	Lettuce	15.5	14.8	-4.4
				Hay	11.6	13.2	14.1
8- Vietnam	331.0	484.5	46.4	Peaches and Nectarines	11.4	12.3	8.6
Almonds	131.7	184.8	40.4	Wine	12.9	11.8	-8.8
Beef and Products ³	3.7	83.9	2,153.0	Cauliflower	6.1	10.6	72.6
Pistachios	26.3	53.1	102.2	Raisins	9.7	8.7	-9.8
Dairy and Products	41.6	47.0	13.0	Oranges and Products	14.7	8.6	-41.6
Table Grapes	28.2	39.4	39.8	Tomatoes, Processed	6.8	6.5	-4.1
Wine	19.0	27.5	44.5	Cherries	13.5	6.4	-52.6
Cotton	30.5	18.9	-38.2	Pistachios	3.5	6.0	71.9
Walnuts	34.4	15.9	-53.7	Plums	6.5	5.7	-12.4
Prunes	6.5	5.2	-20.1	Onions	4.2	3.6	-14.9
Raisins	4.6	5.1	9.3	Celery	3.6	3.4	-6.1
				Cotton	3.5	3.1	-9.7
9- United Arab Emirates	370.7	365.1	-1.5	Broccoli	4.5	2.2	-51.9
Almonds	209.5	198.4	-5.3	Avocados	0.5	2.1	281.6
Walnuts	67.7	73.5	8.6				
Pistachios	19.3	28.1	45.8	11- Turkey	346.2	291.0	-15.9
Hay	21.1	20.5	-2.8	Walnuts	125.2	109.9	-12.2
Dairy and Products	8.7	9.8	12.8	Almonds	146.8	98.9	-32.6
Tomatoes, Processed	8.6	7.6	-11.3	Pistachios	34.8	68.9	98.0
Strawberries	7.8	6.3	-18.4	Cotton	13.4	7.9	-41.4
Raspberries and Blackberries ²	4.5	4.8	8.2				
Wine	8.1	4.5	-44.7	12- Australia	290.1	272.5	-6.1
Table Grapes	3.7	3.8	2.2	Dairy and Products	45.9	51.7	12.6
				Table Grapes	42.8	46.4	8.6
				Almonds	28.5	29.5	3.7
				Walnuts	35.2	28.8	-18.3
				Pistachios	34.0	24.6	-27.8
				Dates	15.6	18.1	16.0
				Oranges and Products	21.9	16.0	-26.9
				Tomatoes, Processed	12.7	11.8	-7.0
				Rice	8.6	9.4	9.7
				Prunes	4.9	6.5	31.2
				Peaches and Nectarines	4.0	5.8	43.7
				Lemons	5.8	4.4	-24.7
				Wine	9.5	4.1	-56.6
				Asparagus	2.1	2.8	33.7
				Cherries	5.0	2.6	-47.9

Major California Agricultural Exports to the Top 15 Destinations, 2017 and 2018

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹		Percent Change 2017 to 2018	Destination by Rank	Approximate Export Value \$1 Million ¹		Percent Change 2017 to 2018
	2017	2018			2017	2018	
13- Saudi Arabia	216.7	207.2	-4.4	14- Philippines	181.4	132.4	27.0
Almonds	57.3	54.6	4.6	Dairy and Products	95.8	40.1	58.2
Pistachios	38.6	44.8	16.0	Table Grapes	39.4	37.3	5.1
Hay	25.8	36.9	43.0	Wine	10.6	11.2	5.7
Rice	32.2	9.0	72.0	Raisins	6.7	13.5	102.9
Dairy and Products	15.6	22.4	43.0	Tomatoes, Processed	7.4	7.6	2.7
Strawberries	17.2	13.2	23.4	Oranges and Products	4.4	4.7	6.1
Walnuts	12.5	9.3	25.6	Beef and Products ³	2.9	4.1	44.2
Tomatoes, Processed	5.8	4.5	22.9	Pistachios	1.7	2.4	45.4
Raspberries and Blackberries ²	4.7	5.1	8.0	15- Jordan	147.6	123.3	16.5
				Rice	88.9	63.3	28.8
				Almonds	30.7	30.2	1.5
				Pistachios	15.0	17.3	15.5
				Walnuts	8.2	7.7	5.6

¹ This table provides the total export value and export values for individual commodities to the top 15 destinations. Only commodities with export values greater than \$2 million to the destination are reported.

² Raspberries and Blackberries category also includes exports of mulberries and loganberries.

³ Hides and skins are included in the heading "Beef and Products .

Source: University of California Agricultural Issues Center



Major California Agricultural Exports to the European Union (EU), 2017 and 2018

(Approximate Export Value, \$1 Million)

2018

Rank	EU-28 Member ¹	Almonds	Wine	Pistachios	Walnuts	Raisins	Other Principal Products ²	Total ³
1	Spain	533	44	1	113	2	18	711
2	Germany	283	159	9	149	38	33	671
3	Netherlands	223	75	3	58	14	76	448
4	United Kingdom	91	31	11	35	203	62	432
5	Italy	176	36	<1	69	1	47	329
6	Belgium	50	133	<1	10	29	16	239
7	France	78	34	<1	2	69	11	193
8	Denmark	20	<1	3	3	35	7	68
9	Sweden	21	<1	10	5	18	9	64
10	Estonia	42	4	<1	1	<1	<1	47
	Other EU Members ⁴	94	16	4	8	20	29	171
	Total³	1,610	532	42	453	428	308	3,373

2017

Rank	EU-28 Member ¹	Almonds	Wine	Pistachios	Walnuts	Raisins	Other Principal Products ²	Total ³
1	Spain	532	3	31	103	1	14	685
2	Germany	321	86	128	134	20	37	726
3	United Kingdom	106	211	25	33	22	61	458
4	Netherlands	162	32	73	94	4	69	434
5	Italy	162	8	27	94	<1	48	340
6	Belgium	57	39	118	12	2	14	243
7	France	78	66	32	2	<1	13	191
8	Sweden	14	22	<1	5	10	9	61
9	Denmark	19	28	1	3	6	4	61
10	Poland	12	12	2	<1	<1	5	31
	Other EU Members ⁵	98	13	26	9	4	28	179
	Total³	1,561	521	461	491	70	304	3,408

¹ The EU-28 members to which California exports are shipped reflect only the initial destination of the product, not the EU country of consumption. Many products are distributed throughout the EU after the initial entry.

² "Other Principal Products" are those that individually account for less than \$100 million in export value to the EU.

³ Accurate export destination data is only available for 50 of the top 57 commodities. The commodities for which export destinations are not included are "Apples", "Chickens", "Eggs", "Mushrooms", "Seeds for Sowing", "Turkey" and "Wheat". Totals may not equal due to rounding.

⁴ The other 18 EU members in 2018 include Austria, Bulgaria, Cyprus, Croatia, Czech Republic, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Romania, Slovak Republic, and Slovenia. These countries combined account for just over 5 percent of California agricultural exports to the EU in 2018.

⁵ The other 18 EU members in 2017 include Austria, Bulgaria, Cyprus, Croatia, Czech Republic, Estonia, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Portugal, Romania, Slovak Republic, and Slovenia. These countries combined account for just over 5 percent of California agricultural exports to the EU in 2017.

Source: University of California Agricultural Issues Center

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2017 and 2018

(Export Volumes in Farm Weight Basis)

Commodity	Farm-Gate Units	2017		Ratio of Quantity Exported to Quantity Produced	2018		Ratio of Quantity Exported to Quantity Produced
		Quantity Exported ¹	Quantity Produced		Quantity Exported ¹	Quantity Produced	
		1,000 Farm-Gate Units			1,000 Farm-Gate Units		
Almonds	cwt.	15,378	22,700	0.68	14,962	22,800	0.66
Apples	cwt.	695	2,200	0.32	728	2,500	0.29
Apricots	short tons	13	37	0.35	10	32	0.31
Artichokes	cwt.	41	936	0.04	42	1,001	0.04
Asparagus	cwt.	6	200	0.03	6	180	0.03
Avocados ³	short tons	7	128	0.06	17	169	0.10
Beef and Products ²	liveweight cwt.	1,628	18,148	0.09	1,747	24,106	0.07
Blueberries	cwt.	207	626	0.33	159	635	0.25
Broccoli	cwt.	1,512	19,040	0.08	1,496	15,965	0.09
Cabbage	cwt.	208	5,516	0.04	221	4,828	0.05
Carrots ³	cwt.	1,908	23,100	0.08	1,755	21,645	0.08
Cauliflower	cwt.	2,085	7,378	0.28	2,346	8,119	0.29
Celery	cwt.	2,150	14,687	0.15	2,249	16,680	0.13
Cherries	short tons	40	95	0.42	17	44	0.39
Cotton	bales	650	865	0.75	738	902	0.82
Cottonseed and Byproducts	short tons	35	323	0.11	54	339	0.16
Dairy and Products ^{3,4}	cwt.	122,040	397,670	0.31	139,971	404,130	0.35
Dates	short tons	9	35	0.25	11	29	0.37
Dry Beans	cwt.	379	1,035	0.37	244	1,151	0.21
Eggs	100-dozens	81	3,132	0.03	89	3,579	0.02
Figs	short tons	15	31	0.47	11	26	0.43
Garlic	cwt.	894	5,115	0.17	414	5,740	0.07
Grapefruit ³	short tons	75	160	0.47	88	152	0.58
Grapes, All ⁵	short tons	1,618	6,482	0.25	1,438	7,130	0.20
Hay	short tons	1,334	4,760	0.28	1,213	4,278	0.28
Kiwi	short tons	13	32	0.39	9	38	0.23
Lemons	76lb boxes	3,416	21,200	0.16	2,886	22,800	0.13
Lettuce ³	cwt.	4,861	75,668	0.06	4,495	57,672	0.08
Melons	cwt.	2,395	18,815	0.13	2,322	19,360	0.12
Olives and Olive Oil	short tons	72	192	0.37	67	54	1.24
Onions ³	cwt.	3,142	22,795	0.14	3,177	18,819	0.17
Oranges and Products ³	short tons	781	1,768	0.44	597	1,992	0.30
Peaches and Nectarines	cwt.	942	13,680	0.07	1,071	11,973	0.09
Pears	short tons	29	192	0.15	28	161	0.17
Bell and Chili Peppers	cwt.	354	9,234	0.04	340	7,115	0.05
Pistachios	cwt., in shell	4,708	6,003	0.78	5,006	9,870	0.51
Plums	short tons	33	115	0.28	35	99	0.35
Potatoes ³	cwt.	1,796	17,894	0.10	1,351	15,470	0.09
Prunes	short tons	116	326	0.36	121	280	0.43
Raspberries and Blackberries ⁶	cwt.	375	1,500	0.25	415	1,423	0.29
Rice ³	cwt.	22,575	37,277	0.61	16,750	43,425	0.39
Spinach	cwt.	631	3,597	0.18	641	5,525	0.12
Strawberries	cwt.	3,003	24,550	0.12	2,727	25,750	0.11
Sweet Potatoes	cwt.	1,300	6,510	0.20	1,973	7,770	0.25
Tangerines and Mandarins	short tons	34	768	0.04	31	1,040	0.03
Tomatoes, Fresh	cwt.	617	7,316	0.08	529	8,172	0.06
Tomatoes, Processed ³	short tons	3,167	10,464	0.30	2,982	12,284	0.24
Turkey	liveweight cwt.	185	3,197	0.06	178	3,179	0.06
Walnuts	short tons	411	630	0.65	398	676	0.59
Wheat ³	bushels	1,282	12,404	0.10	2,234	11,985	0.19
Weighted Average⁷				0.28			0.26

¹ Export quantities of processed goods were converted to farm fresh quantities using conversion factors published by USDA ERS (<https://www.ers.usda.gov/publications/pub-details/?pubid=41881>) or annual conversion factors published by USDA NASS in annual crop summaries.

² Hides and skins are included in the heading "Beef and Products".

³ Quantities for 2017 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

⁴ Farm quantity exported for "Dairy and Products" is calculated by converting cheese, condensed milk, fluid milk, ice cream, nonfat dry milk, and whole dry milk to their fluid milk equivalents.

⁵ "Grapes, All" includes grape juice, raisins, table grapes, and wine.

⁶ "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

⁷ The weighted average is based on each of the 53 commodity's share of production value. Values for "Chickens", "Flowers and Nursery Products", "Mushrooms" and "Seeds for Sowing" are not included because reliable data Source: University of California Agricultural Issues Center