



California Agricultural Exports

The nearly \$9.8 billion in California agricultural exports in 2006 is a new record and represents a 5 percent increase from 2005.

The top 55 export commodities account for \$8.3 billion or 85 percent of total exports, while the remaining 15 percent were associated with other products and mixtures. Of the top 55 export commodities, 29 exhibited increases of more than 5 percent in export value from 2005, while 14 showed decreases and 12 showed little change.

The top 10 export commodities combined accounted for 70 percent of the export value of the top 55 agricultural export commodities and 60 percent of total agricultural exports. Exports of the top 10 commodities increased 1.3 percent from 2005. The top 10 export commodities in 2006 are almonds, wine, dairy and products, cotton, table grapes, walnuts, oranges, pistachios, processed tomatoes and strawberries. Strawberries joined the top 10 after a 17 percent increase in value from 2005, which dropped rice off this list. Generally there is little change in the rank of the top 10 commodities from year to year.

Almonds have been the top export commodity for several years. The export value of almonds increased 3 percent from 2005 to nearly \$1.9 billion. The increase is accounted for by increased export volume for almonds.

Wine export values increased 28 percent from 2005 to an all-time high of nearly \$736 million. The export price of wine increased 21 percent from 2005 and accounted for the majority of the increase in export value.

California exports agricultural products to more than 150 countries. Accurate export destination data are available for only 48 commodities. These 48 commodities account for 99 percent of the export value of the top 55 export commodities. The commodities whose export destinations are not included are apples, turkey, wheat, eggs, chicken, avocados and mushrooms.

The top 10 export destinations account for 85 percent of the 2006 export value of the 48 commodities. The top three destinations—European Union (EU-25), Canada and Japan—account for nearly 60 percent of the 48-commodity total.

The ratio of quantity exported to quantity produced decreased 2 percent in 2006. Even though the main market for California agricultural production is still the rest of the country, foreign markets have become relatively more important in recent years. In 1999, only 16 percent of the local production was shipped to overseas markets, whereas in 2006 this figure was 24 percent.

Methodology

California's agricultural export statistics are developed by the Agricultural Issues Center at UC Davis in consultation with the California Department of Food and Agriculture. Data to compute agricultural exports are derived from official government sources, published industry sources, and unpublished information from government and industry.

Export quantities and values for U.S. and California port districts are from the Department of Commerce trade data posted on the U.S.

International Trade Commission 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, the Agricultural Issues Center uses the U.S. average export price for that commodity in order to provide a dollar value. Production quantities and values are from various USDA sources, such as the National Agricultural Statistics Service, Economic Research Service and Agricultural Marketing Service.

Agricultural Issues Center (AIC) export estimates differ from other sources, such as those of the USDA's Economic Research Service (ERS) on methodological issues. The ERS estimates are based on a state's share of production of the exported commodity. It is assumed 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 port data, without direct links to where the product originated. AIC export figures correspond to commodities produced within the state. Products originated in another state and exported via California ports are not included in these statistics.

In most cases the final AIC report presents the export data at the individual commodity level. For instance, exports of a given fruit in fresh, canned

and dried forms are added up and listed under the name of the fruit, although the estimation of fresh fruit exports may differ from the methodology 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 and United Nations Food & Agriculture Organization are applied.

For the 2006 report, the AIC followed the same methodology applied in 2005 and 2004. However, some of the previously published figures for 2005 and 2004 have been reviewed and adjusted, based on new information obtained from various sources.

The methodology for lemons and pears was changed slightly in 2005, and the new methodology was applied to 2004.

The AIC now calculates California's export of lemons by using the state's share of U.S. production of lemons multiplied by U.S. total exports obtained from the U.S. International Trade Commission.

For pears, AIC now uses a combination of Canadian import data of fresh pears from California, data from the U.S. International Trade Commission and California Pear Advisory Board.



| Commodity Export Values and Rankings, 2005–2006 | | | | |
|---|-----------|-------------------------|-------------------------|-----------------------------|
| Commodity | 2006 Rank | 2005 | 2006 | Percent Change ¹ |
| | | Export Value \$1,000 | Export Value \$1,000 | |
| Almonds | 1 | 1,840,912 | 1,898,839 | 3 |
| Wine ² | 2 | 575,343 | 735,835 | 28 |
| Dairy and Products | 3 | 563,362 | 603,799 | 7 |
| Cotton | 4 | 699,695 | 553,825 | -21 |
| Table Grapes ² | 5 | 540,156 | 499,363 | -8 |
| Walnuts | 6 | 318,451 | 365,453 | 15 |
| Oranges, Fresh and Juice ^{2,3} | 7 | 365,472 | 359,230 | -2 |
| Pistachios | 8 | 299,496 | 287,072 | -4 |
| Tomatoes, Processed ² | 9 | 263,499 | 286,276 | 9 |
| Strawberries ⁴ | 10 | 233,532 | 273,441 | 17 |
| Rice | 11 | 319,796 | 268,872 | -16 |
| Lettuce | 12 | 236,995 | 243,687 | 3 |
| Raisins | 13 | 209,130 | 206,110 | -1 |
| Beef and Products ⁵ | 14 | 99,681 | 152,179 | 53 |
| Dried Plums | 15 | 107,735 | 132,918 | 23 |
| Peaches and Nectarines | 16 | 126,999 | 125,191 | -1 |
| Hay ² | 17 | 112,232 | 117,072 | 4 |
| Broccoli ² | 18 | 104,156 | 111,670 | 7 |
| Lemons ² | 19 | 86,972 | 101,830 | 17 |
| Grapefruit | 20 | 50,268 | 88,522 | 76 |
| Carrots | 21 | 82,440 | 86,834 | 5 |
| Tomatoes, Fresh ² | 22 | 54,906 | 61,697 | 12 |
| Plums | 23 | 55,186 | 59,653 | 8 |
| Celery ² | 24 | 52,745 | 54,872 | 4 |
| Onions ⁴ | 25 | 45,077 | 53,461 | 19 |
| Flowers and Nursery ³ | 26 | 42,149 | 50,785 | 20 |
| Cherries | 27 | 45,524 | 49,308 | 8 |
| Cauliflower | 28 | 47,561 | 46,628 | -2 |
| Melons | 29 | 42,829 | 42,059 | -2 |
| Potatoes | 30 | 35,432 | 41,680 | 18 |
| Raspberries | 31 | 28,601 | 40,395 | 41 |
| Pears | 32 | 24,387 | 28,573 | 17 |
| Grape Juice | 33 | 30,365 | 27,536 | -9 |
| Apples | 34 | 24,146 | 27,029 | 12 |
| Garlic | 35 | 24,284 | 26,294 | 8 |
| Spinach | 36 | 30,706 | 26,205 | -15 |
| Bell and Chili Peppers ^{2,3} | 37 | 25,548 | 21,893 | -14 |
| Cabbage | 38 | 19,416 | 18,925 | -3 |
| Turkey | 39 | 18,693 | 17,642 | -6 |
| Kiwi | 40 | 8,955 | 16,772 | 87 |
| Dates | 41 | 13,284 | 16,330 | 23 |
| Olives | 42 | 17,682 | 16,157 | -9 |
| Tangerines and Mandarins | 43 | 11,840 | 15,336 | 30 |
| Wheat | 44 | 17,749 | 14,564 | -18 |
| Figs | 45 | 12,267 | 14,078 | 15 |
| Sweet Potatoes | 46 | 9,521 | 13,471 | 41 |
| Apricots | 47 | 14,150 | 12,747 | -10 |
| Asparagus ² | 48 | 31,395 | 12,295 | -61 |
| Cottonseed Byproducts | 49 | 6,078 | 12,182 | 100 |
| Avocados | 50 | 2,749 | 10,571 | 285 |
| Eggs | 51 | 10,043 | 9,312 | -7 |
| Dry Beans | 52 | 9,559 | 7,613 | -20 |
| Chickens | 53 | 8,603 | 7,471 | -13 |
| Artichokes | 54 | 4,390 | 4,651 | 6 |
| Mushrooms | 55 | 2,292 | 2,297 | — |
| TOTAL 55 PRINCIPAL COMMODITIES | | 8,029,547 | 8,347,154 | 4 |
| TOTAL OTHER PRODUCTS ^{2, 6, 7} | | 1,291,911 | 1,419,911 | 10 |
| TOTAL ALL AGRICULTURAL EXPORTS | | 9,321,458 | 9,767,064 | 5 |

¹ Export values for each year are rounded. More precise numbers are used in the percent change calculations.

² 2005 figures were revised based on updated production data from USDA National Agricultural Statistics Service.

³ 2005 figures were revised based on updated Canadian import data.

⁴ 2005 and 2006 figures were revised based on updated production data from USDA National Agricultural Statistics Service.

⁵ "Hides and Skins" account for 46 percent of "Beef and Products" total value in 2006.

⁶ 2005 figures were revised based on updated port data from the U.S. Department of Commerce/International Trade Commission.

⁷ Other Products² 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; and (b) animal and plant products marketed in such small quantities that they are not included in the top 55 leading commodities.

Source: University of California, Agricultural Issues Center

| California Share of U.S. Agricultural Exports, 2005–2006 | | | | | | |
|--|---------------------------------------|---------------------------------------|-----------------------------|---------------------------------------|---------------------------------------|-----------------------------|
| Commodity | 2005 | | California Percent Share | 2006 | | California Percent Share |
| | Total U.S. Export Value \$1,000 | California Export Value \$1,000 | | Total U.S. Export Value \$1,000 | California Export Value \$1,000 | |
| Animal Products | 6,848,639 | 700,420 | 10.2 | 7,635,120 | 790,402 | 10.4 |
| Dairy and Products | 1,667,693 | 563,400 | 33.8 | 1,868,140 | 603,799 | 32.3 |
| Beef and Products ¹ | 2,381,189 | 99,681 | 4.2 | 3,168,234 | 152,179 | 4.8 |
| Turkey | 345,473 | 18,693 | 5.4 | 318,503 | 17,642 | 5.5 |
| Eggs | 249,310 | 10,043 | 4.0 | 258,248 | 9,312 | 3.6 |
| Chickens | 2,204,974 | 8,603 | 0.4 | 2,021,995 | 7,471 | 0.4 |
| Field Crops | 10,716,101 | 1,473,562 | 13.8 | 11,249,297 | 1,315,555 | 11.7 |
| Cotton | 3,920,176 | 699,695 | 17.8 | 4,500,559 | 553,825 | 12.3 |
| Tomatoes, Processed ² | 1,299,769 | 319,796 | 24.6 | 1,298,013 | 268,872 | 20.7 |
| Rice | 285,986 | 263,499 | 92.1 | 306,099 | 286,276 | 93.5 |
| Hay ² | 508,186 | 112,232 | 22.1 | 518,992 | 117,072 | 22.6 |
| Potatoes | 109,662 | 35,432 | 32.3 | 134,266 | 41,680 | 31.0 |
| Wheat | 4,428,105 | 17,749 | 0.4 | 4,277,638 | 14,564 | 0.3 |
| Sweet Potatoes | 22,369 | 9,559 | 42.7 | 27,406 | 7,613 | 27.8 |
| Cottonseed and Byproducts | 24,344 | 9,521 | 39.1 | 32,489 | 13,471 | 41.5 |
| Dry Beans | 117,504 | 6,078 | 5.2 | 153,835 | 12,182 | 7.9 |
| Fruits and Products | 3,967,093 | 2,627,084 | 66.2 | 4,429,247 | 2,898,983 | 65.5 |
| Wine ² | 624,386 | 575,343 | 92.1 | 821,347 | 735,935 | 89.6 |
| Table Grapes ² | 544,250 | 540,156 | 99.2 | 502,889 | 499,363 | 99.3 |
| Oranges, Fresh and Juice ^{2,3} | 534,855 | 365,472 | 68.3 | 564,528 | 359,230 | 63.6 |
| Strawberries ⁴ | 249,360 | 233,532 | 93.7 | 292,093 | 273,441 | 93.6 |
| Raisins | 209,130 | 209,130 | 100.0 | 206,110 | 206,110 | 100.0 |
| Dried Plums | 152,319 | 126,999 | 83.4 | 152,123 | 125,191 | 82.3 |
| Peaches and Nectarines | 107,735 | 107,735 | 100.0 | 132,918 | 132,918 | 100.0 |
| Lemons ² | 101,995 | 86,972 | 85.3 | 117,741 | 101,830 | 86.5 |
| Grapefruit | 58,090 | 55,186 | 95.0 | 62,793 | 59,653 | 95.0 |
| Plums | 200,982 | 50,268 | 25.0 | 276,151 | 88,522 | 32.1 |
| Cherries | 221,320 | 45,036 | 20.3 | 222,434 | 49,308 | 22.2 |
| Melons | 120,300 | 42,829 | 35.6 | 119,223 | 42,059 | 35.3 |
| Raspberries | 56,396 | 30,365 | 53.8 | 56,863 | 27,536 | 48.4 |
| Pears | 42,442 | 28,601 | 67.4 | 56,106 | 40,395 | 72.0 |
| Grape Juice | 128,387 | 24,387 | 19.0 | 146,566 | 28,573 | 19.5 |
| Apples | 526,006 | 24,146 | 4.6 | 586,832 | 27,029 | 4.6 |
| Kiwi | 17,682 | 17,682 | 100.0 | 16,157 | 16,157 | 100.0 |
| Dates | 14,869 | 14,150 | 95.2 | 13,677 | 12,747 | 93.2 |
| Olives | 13,284 | 13,284 | 100.0 | 16,330 | 16,330 | 100.0 |
| Tangerines and Mandarins | 12,267 | 12,267 | 100.0 | 14,078 | 14,078 | 100.0 |
| Figs | 19,052 | 11,840 | 62.1 | 23,651 | 15,336 | 64.8 |
| Apricots | 8,955 | 8,955 | 100.0 | 16,772 | 16,772 | 100.0 |
| Avocados | 3,031 | 2,749 | 90.7 | 11,865 | 10,571 | 89.1 |
| Tree Nuts | 2,458,859 | 2,458,859 | 100.0 | 2,551,364 | 2,551,364 | 100.0 |
| Almonds | 1,840,912 | 1,840,912 | 100.0 | 1,898,839 | 1,898,839 | 100.0 |
| Walnuts | 318,451 | 318,451 | 100.0 | 365,453 | 365,453 | 100.0 |
| Pistachios | 299,496 | 299,496 | 100.0 | 287,072 | 287,072 | 100.0 |
| Vegetables | 1,272,080 | 761,911 | 59.9 | 1,353,133 | 771,408 | 57.0 |
| Lettuce | 332,367 | 236,995 | 71.3 | 379,779 | 243,687 | 64.2 |
| Broccoli ² | 114,158 | 104,156 | 91.2 | 121,646 | 111,670 | 91.8 |
| Carrots | 106,372 | 82,440 | 77.5 | 113,606 | 86,834 | 76.4 |
| Tomatoes, Fresh ² | 166,131 | 54,906 | 33.0 | 172,627 | 61,697 | 35.7 |
| Celery ² | 54,969 | 52,745 | 96.0 | 58,373 | 54,872 | 94.0 |
| Onions ⁴ | 64,465 | 47,561 | 73.8 | 64,790 | 46,628 | 72.0 |
| Cauliflower | 186,521 | 45,077 | 24.2 | 212,432 | 53,461 | 25.2 |
| Garlic | 35,047 | 31,395 | 89.6 | 27,705 | 12,295 | 44.4 |
| Spinach | 45,207 | 30,706 | 67.9 | 40,417 | 26,205 | 64.8 |
| Bell and Chili Peppers ^{2,3} | 90,359 | 25,548 | 28.3 | 81,042 | 21,893 | 27.0 |
| Cabbage | 24,284 | 24,284 | 100.0 | 26,294 | 26,294 | 100.0 |
| Asparagus ² | 26,596 | 19,416 | 73.0 | 26,629 | 18,925 | 71.1 |
| Artichokes | 4,390 | 4,390 | 100.0 | 4,651 | 4,651 | 100.0 |
| Mushrooms | 21,208 | 2,292 | 10.8 | 23,142 | 2,297 | 9.9 |
| Flowers and Nursery³ | 302,020 | 42,149 | 14.0 | 331,089 | 50,785 | 15.3 |
| TOTAL 55 PRINCIPAL COMMODITIES | 25,564,792 | 8,063,984 | 31.5 | 27,549,250 | 8,378,497 | 30.4 |
| TOTAL OTHER PRODUCTS^{2,3,5} | 33,096,924 | 1,291,911 | 3.9 | 38,544,069 | 1,419,911 | 3.7 |
| TOTAL ALL AGRICULTURAL EXPORTS | 58,661,716 | 9,355,895 | 15.9 | 66,093,319 | 9,798,408 | 14.8 |

See footnotes on page 128.

California Agricultural Exports

¹ "Beef and Products" include exports of hides and skins. Hides and skins account for 46 percent of "Beef and Products" total value in 2006.

² 2005 figures were revised based on updated production data from the USDA National Agricultural Statistics Service.

³ 2005 figures were revised based on updated Canadian import data.

⁴ 2005 and 2006 figures were revised based on updated production data from the USDA National Agricultural Statistics Service.

⁵ "Other Products" 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; and (b) animal and plant products marketed in such small quantities that they are not included in the top 55 leading commodities.

Source: University of California, Agricultural Issues Center; U.S. Department of Commerce/International Trade Commission.

Major California Agricultural Exports to the Top 15 Destinations, 2006¹

| Commodities by Country | Approximate Export Value <i>Million Dollars</i> | Commodities by Country | Approximate Export Value <i>Million Dollars</i> | Commodities by Country | Approximate Export Value <i>Million Dollars</i> |
|------------------------------|---|---------------------------|---|--------------------------------|---|
| 1 – European Union-25 | 2,071 | 2 – Canada | 1,879 | 3 – Japan | 964 |
| Almonds | 1,019 | Lettuce | 209 | Rice | 169 |
| Wine | 425 | Strawberries | 207 | Almonds | 129 |
| Pistachios | 207 | Tomatoes, Processed | 152 | Hay | 87 |
| Walnuts | 162 | Table Grapes | 151 | Oranges, Fresh and Juice | 68 |
| Raisins | 78 | Wine | 147 | Wine | 63 |
| Dried Plums | 60 | Almonds | 113 | Walnuts | 47 |
| Dairy and Products | 17 | Oranges, Fresh and Juice | 95 | Dairy and Products | 40 |
| Cotton | 16 | Carrots | 81 | Lemons | 37 |
| Table Grapes | 14 | Broccoli | 61 | Broccoli | 34 |
| Rice | 10 | Peaches and Nectarines | 60 | Strawberries | 32 |
| Tomatoes, Processed | 9 | Tomatoes, Fresh | 47 | Dried Plums | 32 |
| Lemons | 8 | Celery | 43 | Raisins | 27 |
| Strawberries | 6 | Cauliflower | 34 | Cherries | 26 |
| Flowers and Nursery | 5 | Walnuts | 34 | Grapefruit | 26 |
| Sweet Potatoes | 5 | Raspberries | 34 | Cotton | 23 |
| Garlic | 5 | Lemons | 33 | Beef and Products ² | 21 |
| Onions | 5 | Melons | 33 | Tomatoes, Processed | 19 |
| Dates | 4 | Potatoes | 28 | Pistachios | 12 |
| Peaches and Nectarines | 2 | Raisins | 27 | Cauliflower | 8 |
| Olives | 2 | Plums | 26 | Table Grapes | 8 |
| Pears | 2 | Spinach | 25 | Dry Beans | 7 |
| Others | 8 | Pistachios | 25 | Onions | 6 |
| | | Onions | 22 | Melons | 5 |
| | | Bell and Chili Peppers | 20 | Tangerines and Mandarins | 5 |
| | | Flowers and Nursery | 19 | Raspberries | 4 |
| | | Grape Juice | 19 | Lettuce | 3 |
| | | Cabbage | 18 | Grape Juice | 3 |
| | | Pears | 12 | Olives | 3 |
| | | Cherries | 12 | Kiwi | 3 |
| | | Dried Plums | 9 | Asparagus | 2 |
| | | Sweet Potatoes | 8 | Tomatoes, Fresh | 2 |
| | | Grapefruit | 8 | Flowers and Nursery | 2 |
| | | Garlic | 8 | Apricots | 2 |
| | | Dairy and Products | 8 | Cottonseed Byproducts | 2 |
| | | Apricots | 7 | Figs | 2 |
| | | Olives | 7 | Others | 5 |
| | | Tangerines and Mandarins | 6 | | |
| | | Kiwi | 6 | | |
| | | Dates | 6 | | |
| | | Figs | 6 | | |
| | | Asparagus | 5 | | |
| | | Artichokes | 4 | | |
| | | Cotton | 3 | | |
| | | Rice | 3 | | |
| | | Others | 1 | | |

Major California Agricultural Exports to the Top 15 Destinations, 2006 ¹ *continued*

| Commodities by Country | Approximate Export Value <i>Million Dollars</i> | Commodities by Country | Approximate Export Value <i>Million Dollars</i> | Commodities by Country | Approximate Export Value <i>Million Dollars</i> |
|--------------------------------|---|--------------------------------|---|--------------------------------|---|
| 4 – China / Hong Kong | 611 | 5 – Mexico | 562 | 6 – South Korea | 312 |
| Cotton | 215 | Dairy and Products | 201 | Oranges, Fresh and Juice | 63 |
| Almonds | 81 | Table Grapes | 49 | Grapefruit | 45 |
| Table Grapes | 78 | Tomatoes, Processed | 43 | Walnuts | 34 |
| Oranges, Fresh and Juice | 75 | Almonds | 35 | Rice | 32 |
| Beef and Products ² | 42 | Beef and Products ² | 34 | Almonds | 32 |
| Pistachios | 20 | Cotton | 26 | Hay | 19 |
| Raisins | 16 | Strawberries | 22 | Beef and Products ² | 15 |
| Wine | 13 | Flowers and Nursery | 16 | Tomatoes, Processed | 13 |
| Walnuts | 12 | Lettuce | 16 | Wine | 10 |
| Dairy and Products | 11 | Peaches and Nectarines | 12 | Cotton | 10 |
| Plums | 9 | Tomatoes, Fresh | 12 | Dairy and Products | 6 |
| Lemons | 8 | Potatoes | 11 | Lemons | 5 |
| Tomatoes, Processed | 5 | Onions | 10 | Raisins | 5 |
| Cottonseed Byproducts | 4 | Oranges, Fresh and Juice | 6 | Grape Juice | 5 |
| Peaches and Nectarines | 4 | Wine | 6 | Table Grapes | 3 |
| Dried Plums | 3 | Plums | 5 | Kiwi | 3 |
| Flowers and Nursery | 2 | Cottonseed Byproducts | 5 | Cherries | 3 |
| Celery | 2 | Figs | 5 | Pistachios | 2 |
| Figs | 2 | Rice | 4 | Dried Plums | 2 |
| Others | 9 | Kiwi | 4 | Others | 7 |
| | | Raisins | 4 | | |
| | | Garlic | 4 | | |
| | | Walnuts | 4 | | |
| | | Carrots | 3 | | |
| | | Pears | 3 | | |
| | | Dried Plums | 3 | | |
| | | Pistachios | 3 | | |
| | | Melons | 3 | | |
| | | Cauliflower | 2 | | |
| | | Celery | 2 | | |
| | | Broccoli | 2 | | |
| | | Others | 8 | | |
| 7 – Taiwan | 241 | 8 – India | 203 | 9 – Australia | 99 |
| Cotton | 40 | Almonds | 157 | Walnuts | 19 |
| Beef and Products ² | 33 | Cotton | 30 | Table Grapes | 16 |
| Peaches and Nectarines | 29 | Table Grapes | 12 | Oranges, Fresh and Juice | 13 |
| Rice | 20 | Others | 3 | Almonds | 12 |
| Table Grapes | 17 | | | Wine | 5 |
| Almonds | 15 | | | Pistachios | 4 |
| Broccoli | 14 | | | Lemons | 4 |
| Plums | 12 | | | Dried Plums | 4 |
| Hay | 10 | | | Dates | 4 |
| Lettuce | 8 | | | Tangerines and Mandarins | 2 |
| Raisins | 6 | | | Grapefruit | 2 |
| Wine | 6 | | | Onions | 2 |
| Cherries | 5 | | | Tomatoes, Processed | 2 |
| Walnuts | 5 | | | Rice | 2 |
| Oranges, Fresh and Juice | 5 | | | Garlic | 2 |
| Celery | 4 | | | Strawberries | 2 |
| Dairy and Products | 3 | | | Others | 3 |
| Onions | 2 | | | | |
| Cauliflower | 2 | | | | |
| Others | 7 | | | | |

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| Major California Agricultural Exports to the Top 15 Destinations, 2006 ¹ continued | | | | | |
|---|---|--------------------------------|---|--------------------------|---|
| Commodities by Country | Approximate Export Value Million Dollars | Commodities by Country | Approximate Export Value Million Dollars | Commodities by Country | Approximate Export Value Million Dollars |
| 10 – United Arab Emirates | 94 | 11 – Malaysia | 82 | 12 – Indonesia | 80 |
| Almonds | 82 | Table Grapes | 40 | Cotton | 34 |
| Table Grapes | 2 | Oranges, Fresh and Juice | 16 | Dairy and Products | 25 |
| Walnuts | 2 | Almonds | 7 | Table Grapes | 11 |
| Others | 9 | Dried Plums | 4 | Almonds | 3 |
| | | Raisins | 4 | Onions | 2 |
| | | Tomatoes, Processed | 2 | Others | 6 |
| | | Cotton | 2 | | |
| | | Others | 7 | | |
| 13 – Philippines | 69 | 14 – Thailand | 63 | 15 – Singapore | 57 |
| Dairy and Products | 36 | Cotton | 27 | Oranges, Fresh and Juice | 10 |
| Table Grapes | 12 | Table Grapes | 10 | Table Grapes | 9 |
| Wine | 4 | Almonds | 7 | Dairy and Products | 8 |
| Tomatoes, Processed | 3 | Peaches and Nectarines | 6 | Almonds | 5 |
| Raisins | 2 | Pears | 5 | Wine | 5 |
| Oranges, Fresh and Juice | 2 | Beef and Products ² | 2 | Raisins | 3 |
| Others | 9 | Others | 6 | Lettuce | 3 |
| | | | | Rice | 3 |
| | | | | Celery | 2 |
| | | | | Others | 8 |

¹ This table provides export values for single commodities to the top 15 destinations. Only export values higher than \$2 million are reported. Accurate export destination data is only available for 48 of the top 55 commodities. Commodities for which export destinations are not included are apples, turkey, wheat, eggs, chicken, avocados and mushrooms.

² "Hides and Skins" account for 46 percent of "Beef and Products" total export value in 2006.

Source: University of California, Agricultural Issues Center.

| Major California Agricultural Exports to the European Union, 2006 | | | | | | | | | |
|---|-------------------------------|--------------|------------|------------|------------|-----------|-------------|--------------------------------|--------------------|
| Approximate Export Value, Millions | | | | | | | | | |
| Rank | EU Member ¹ | Almonds | Wine | Pistachios | Walnuts | Raisins | Dried Plums | Other ² Commodities | Total ³ |
| 1 | United Kingdom | 52 | 235 | 10 | 4 | 33 | 8 | 44 | 384 |
| 2 | Germany | 219 | 38 | 20 | 59 | 14 | 18 | 13 | 382 |
| 3 | Spain | 263 | <1 | 10 | 47 | 2 | 2 | 7 | 330 |
| 4 | Netherlands | 125 | 36 | 40 | 11 | 4 | 4 | 22 | 243 |
| 5 | Italy | 108 | 42 | 14 | 28 | <1 | 12 | 7 | 211 |
| 6 | Belgium | 58 | 7 | 60 | 6 | <1 | 4 | 9 | 144 |
| 7 | France | 86 | 17 | 19 | <1 | <1 | <1 | 5 | 129 |
| 8 | Greece | 42 | <1 | 8 | 2 | <1 | 1 | <1 | 54 |
| 9 | Sweden | 16 | 17 | – | 3 | 10 | 3 | 4 | 54 |
| 10 | Denmark | 18 | 19 | 1 | <1 | 5 | 3 | 3 | 49 |
| | Other EU Members ⁴ | 31 | 14 | 24 | 2 | 7 | 5 | 5 | 89 |
| | TOTAL | 1,019 | 425 | 207 | 162 | 78 | 60 | 119 | 2,071 |

¹ The European Union (EU) member countries to which California exports are shipped reflect only the initial destination of the product, not the country of consumption. Many products are distributed throughout the EU after the initial entry.

² "Other Commodities" are those that individually account for 1 percent or less of all California agricultural exports to the EU.

³ Accurate export destination data is only available for 48 of the top 55 commodities. The commodities for which export destinations are not included are apples, turkey, wheat, eggs, chicken, avocados and mushrooms.

⁴ "Other EU Members" include Austria, Cyprus, Czech Republic, Estonia, Finland, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Slovak Republic and Slovenia. All these countries combined account for just over 5 percent of California agricultural exports to the EU.

NOTE: Totals may not equal due to rounding.

Source: University of California, Agricultural Issues Center.

Major Destinations for California Agricultural Exports, 2006 ^{1,2}

Percent of Export Value

| 1- ALMONDS | | 2 - WINE | | 3 - DAIRY AND PRODUCTS | | 4 - COTTON | |
|--------------------------------|----|--|----|-------------------------------------|----|------------------------------------|----|
| EU - 25 | 54 | EU - 25 | 58 | Mexico | 33 | China/Hong Kong | 39 |
| India | 8 | Canada | 20 | Japan | 7 | Turkey | 10 |
| Japan | 7 | Japan | 9 | Philippines | 6 | Taiwan | 7 |
| Canada | 6 | | | | | Indonesia | 6 |
| | | | | | | India | 5 |
| | | | | | | Pakistan | 5 |
| | | | | | | Thailand | 5 |
| | | | | | | Mexico | 5 |
| 5 - TABLE GRAPES | | 6 - WALNUTS | | 7 - ORANGES, FRESH AND JUICE | | 8 - PISTACHIOS | |
| Canada | 30 | EU - 25 | 44 | Canada | 26 | EU - 25 | 72 |
| China/Hong Kong | 16 | Japan | 13 | China/Hong Kong | 21 | Canada | 9 |
| Mexico | 10 | Canada | 9 | Japan | 19 | China/Hong Kong | 7 |
| Malaysia | 8 | South Korea | 9 | South Korea | 17 | | |
| | | Australia | 5 | | | | |
| | | Israel | 5 | | | | |
| 9 - TOMATOES, PROCESSED | | 10 - STRAWBERRIES | | 11 - RICE | | 12 - LETTUCE | |
| Canada | 53 | Canada | 76 | Japan | 63 | Canada | 86 |
| Mexico | 15 | Japan | 12 | South Korea | 12 | Mexico | 7 |
| Japan | 7 | Mexico | 8 | Taiwan | 7 | | |
| | | | | Jordan | 5 | | |
| 13 - RAISINS | | 14 - BEEF AND PRODUCTS ³ | | 15 - DRIED PLUMS | | 16 - PEACHES AND NECTARINES | |
| EU - 25 | 38 | China/Hong Kong | 28 | EU - 25 | 45 | Canada | 48 |
| Japan | 13 | Mexico | 22 | Japan | 24 | Taiwan | 23 |
| Canada | 13 | Taiwan | 22 | Canada | 7 | Mexico | 10 |
| China/Hong Kong | 8 | Japan | 14 | | | Thailand | 5 |
| | | South Korea | 10 | | | | |
| 17 - HAY | | 18 - BROCCOLI | | 19 - LEMONS | | 20 - GRAPEFRUIT | |
| Japan | 74 | Canada | 55 | Japan | 37 | South Korea | 51 |
| South Korea | 16 | Japan | 30 | Canada | 32 | Japan | 29 |
| Taiwan | 9 | Taiwan | 12 | China/Hong Kong | 8 | Canada | 9 |
| | | | | EU - 25 | 8 | New Zealand | 6 |
| | | | | South Korea | 5 | | |
| 21 - CARROTS | | 22 - TOMATOES, FRESH | | 23 - PLUMS | | 24 - CELERY | |
| Canada | 93 | Canada | 75 | Canada | 43 | Canada | 78 |
| | | Mexico | 19 | Taiwan | 20 | Taiwan | 7 |
| | | | | China/Hong Kong | 15 | | |
| | | | | Mexico | 8 | | |
| 25 - ONIONS | | 26 - FLOWERS AND NURSERY | | 27 - CHERRIES | | 28 - CAULIFLOWER | |
| Canada | 40 | Canada | 38 | Japan | 53 | Canada | 74 |
| Mexico | 19 | Mexico | 32 | Canada | 24 | Japan | 18 |
| Japan | 12 | EU - 25 | 11 | Taiwan | 10 | | |
| EU - 25 | 9 | | | South Korea | 5 | | |

continued on next page

Major Destinations for California Agricultural Exports, 2006 ^{1,2} continued

| Percent of Export Value | | | | | | | |
|--------------------------------------|----|-----------------------------------|----|----------------------------|----|------------------------------------|----|
| 29 - MELONS | | 30 - POTATOES | | 31 - RASPBERRIES | | 32 - PEARS | |
| Canada | 77 | Canada | 68 | Canada | 84 | Canada | 43 |
| Japan | 13 | Mexico | 26 | Japan | 11 | Thailand | 17 |
| Mexico | 6 | | | | | Mexico | 11 |
| | | | | | | EU - 25 | 5 |
| | | | | | | Philippines | 5 |
| 33 - GRAPE JUICE | | 35 - GARLIC | | 36 - SPINACH | | 37 - BELL AND CHILI PEPPERS | |
| Canada | 68 | Canada | 30 | Canada | 97 | Canada | 90 |
| South Korea | 17 | EU - 25 | 19 | | | | |
| Japan | 10 | Mexico | 14 | | | | |
| | | Australia | 7 | | | | |
| | | Japan | 5 | | | | |
| 38 - CABBAGE | | 40 - KIWI | | 41 - DATES | | 42 - OLIVES | |
| Canada | 93 | Canada | 35 | Canada | 36 | Canada | 44 |
| | | Mexico | 25 | EU - 25 | 25 | Japan | 16 |
| | | South Korea | 19 | Australia | 23 | EU - 25 | 10 |
| | | Japan | 15 | | | Mexico | 8 |
| | | | | | | China/Hong Kong | 6 |
| 43 - TANGERINES AND MANDARINS | | 45 - FIGS | | 46 - SWEET POTATOES | | 47 APRICOTS | |
| Canada | 42 | Canada | 41 | Canada | 59 | Canada | 56 |
| Japan | 32 | Mexico | 33 | EU - 25 | 39 | Japan | 16 |
| Australia | 14 | Japan | 13 | | | Mexico | 10 |
| South Korea | 5 | China/Hong Kong | 11 | | | EU - 25 | 7 |
| 48 - ASPARAGUS | | 49 - COTTONSEED BYPRODUCTS | | 52 - DRY BEANS | | 54 - ARTICHOKEs | |
| Canada | 38 | Mexico | 39 | Japan | 88 | Canada | 76 |
| Switzerland | 20 | China/Hong Kong | 35 | EU - 25 | 5 | Mexico | 16 |
| Japan | 20 | Japan | 16 | | | | |
| Taiwan | 7 | Canada | 5 | | | | |
| EU - 25 | 5 | | | | | | |

¹ This table shows destinations receiving 5 percent of total exports and for which reliable data are available. The numbers associated with each commodity correlate to the ranking in the table "Commodity Export Values and Rankings, 2005-2006."

² Accurate export destination data are only available for 48 of the top 55 commodities. The commodities for which export destinations are not included are apples, turkey, wheat, eggs, chicken, avocados and mushrooms.

³ "Hides and Skins" account for 46 percent of "Beef and Products" total value in 2006.

Source: University of California, Agricultural Issues Center.

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2006 ¹

| Commodity | Units | Farm Quantity Exported | Farm Quantity Produced | Ratio of Quantity Exported to Quantity Produced ² |
|--------------------------------------|----------------|------------------------|------------------------|--|
| | | 1,000 Farm-gate Units | 1,000 Farm-gate Units | Percentage |
| Almonds | cwt. | 7,981 | 11,150 | 72 |
| Apples | cwt. | 1,073 | 3,550 | 30 |
| Apricots | short tons | 11 | 39 | 29 |
| Artichokes | cwt. | 74 | 751 | 10 |
| Asparagus | cwt. | 82 | 600 | 14 |
| Avocados | short tons | 6 | 135 | 5 |
| Beef and Products ³ | live cwt. | 804 | 19,969 | 4 |
| Broccoli | cwt. | 2,781 | 18,415 | 15 |
| Cabbage | cwt. | 660 | 6,072 | 11 |
| Carrots | cwt. | 2,736 | 24,015 | 11 |
| Cauliflower | cwt. | 1,538 | 6,443 | 24 |
| Celery | cwt. | 2,423 | 17,010 | 14 |
| Cherries | short tons | 12 | 40 | 29 |
| Cotton | bales | 1,392 | 1,450 | 96 |
| Cottonseed Byproducts | short tons | 26 | 532 | 5 |
| Dairy and Products ^{4,5} | cwt. | 49,735 | 388,300 | 13 |
| Dates | short tons | 3 | 20 | 17 |
| Dried Plums | short tons | 173 | 537 | 32 |
| Dry Beans | cwt. | 209 | 1,209 | 17 |
| Eggs | dozens | 9,947 | 413,500 | 2 |
| Figs | short tons | 16 | 42 | 38 |
| Garlic | cwt. | 636 | 4,300 | 15 |
| Grapefruit | short tons | 131 | 134 | 98 |
| Grapes, All ⁶ | short tons | 1,531 | 5,766 | 27 |
| Hay | short tons | 633 | 9,048 | 7 |
| Kiwi | short tons | 13 | 25 | 51 |
| Lemons | 38lb boxes | 6,463 | 32,000 | 20 |
| Lettuce | cwt. | 6,989 | 70,745 | 10 |
| Melons | cwt. | 1,829 | 20,938 | 9 |
| Olives | short tons | 39 | 24 | 164 |
| Onions | cwt. | 3,654 | 22,058 | 17 |
| Oranges, Fresh and Juice | 75lb boxes | 17,023 | 45,000 | 38 |
| Peaches and Nectarines | cwt. | 2,207 | 18,600 | 12 |
| Pears | short tons | 24 | 229 | 11 |
| Bell and Chili Peppers | cwt. | 380 | 10,900 | 3 |
| Pistachios | cwt., in shell | 1,360 | 2,380 | 57 |
| Plums | short tons | 52 | 158 | 33 |
| Potatoes | cwt. | 2,080 | 15,152 | 14 |
| Raspberries | cwt. | 334 | 1,161 | 29 |
| Rice | cwt. | 15,934 | 40,040 | 40 |
| Spinach | cwt. | 311 | 4,620 | 7 |
| Strawberries | cwt. | 2,557 | 21,163 | 12 |
| Sweet Potatoes | cwt. | 356 | 3,721 | 10 |
| Tangerines and Mandarins | 75lb boxes | 381 | 2,900 | 13 |
| Tomatoes, Fresh | cwt. | 1,137 | 11,480 | 10 |
| Tomatoes, Processed | short tons | 1,448 | 10,104 | 14 |
| Turkey | live cwt. | 217 | 4,282 | 5 |
| Walnuts | short tons | 155 | 346 | 45 |
| Wheat | bushels | 2,662 | 20,935 | 13 |
| WEIGHTED AVERAGE ⁷ | | | | 24 |

¹ Conversion factors from the U.S. Department of Agriculture, National Agricultural Statistics Service were used in these calculations.

² Ratios do not necessarily reflect share of the crop exported in a given year, because exports may include quantities produced in prior years and some of the current year's production may be exported in subsequent years.

³ The liveweight equivalent for "Beef and Products" is obtained by converting beef and offal provided in dressed weight units to liveweight units using a conversion factor of 1 pound dressed weight, which equals 1.49 pounds liveweight.

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, total solids basis.

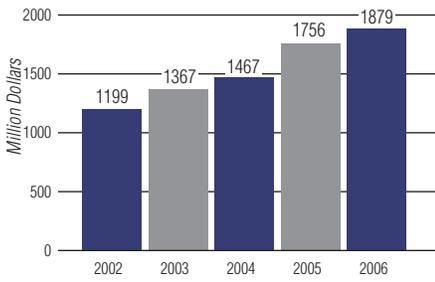
⁵ There is no addition for the farm quantity of milk allotted to whey exports, because whey is a byproduct of cheese production. Other products, including casein, lactose, milk albumin, products for infant use, pudding and rennet, are converted to farm equivalent by multiplying California's share of U.S. milk production to the U.S. export quantity for these products, then applying a conversion factor of 1 pound of product to 8 pounds of milk equivalent. The same conversion factor is used for nonfat dry milk.

⁶ "Grapes, All" includes grape juice, raisins, table grapes and wine.

⁷ The weighted average is based on each commodity's share of production value. Values for chicken, mushrooms, and flowers and nursery products are not included because reliable data on export quantity are not available.

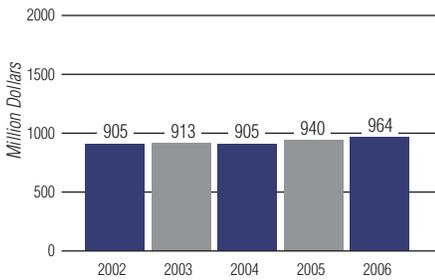
Source: University of California, Agricultural Issues Center.

Agricultural Export Country Profiles: 2002–2006 ¹



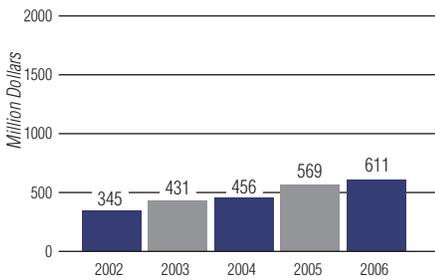
Country Profile: Canada

Canada represents the largest single export market for California and the United States. In 2006, California exported nearly \$1.9 billion in agricultural products to Canada, representing an estimated 19 percent of total agricultural exports. California's top five exports to the market (lettuce, strawberries, processed tomatoes, table grapes and wine) represent an estimated 46 percent of exports to the market. Total U.S. agricultural exports to Canada increased an estimated 10 percent over the previous year, while California exports increased roughly 7 percent.



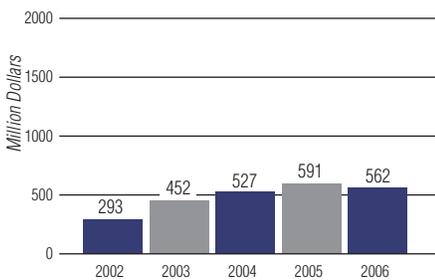
Country Profile: Japan

Japan remains a significant export destination for California agricultural products, representing an estimated 9 percent of total agricultural exports. California exports to Japan have increased 6 percent since 2002, and the market is the largest export destination for five of California's top commodities. Japan is the third largest export destination for the United States and the second-largest-country market for California.



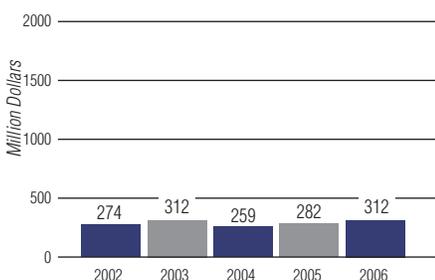
Country Profile: China/Hong Kong

California's agricultural exports to the China/Hong Kong market have increased an estimated 77 percent since 2002, making this market one of the fastest growing export destinations. Cotton is the leading commodity export to the market, representing 35 percent of total agricultural exports. China is the leading export destination for two of California's top commodities (cotton, beef and products) representing more than 25 percent of total exports for these commodities. China continues to be a strong market for California agriculture.



Country Profile: Mexico

California agricultural exports to Mexico have almost doubled since 2002, positioning Mexico as one of California's fastest growing markets. Dairy and products is the leading export to the market, representing an estimated 35 percent of total exports. In addition, Mexico represents an estimated 5 percent of total California agricultural exports and is the top export destination for both dairy and products and cottonseed byproducts. Mexico is the fifth largest export destination for California and the second largest destination for U.S. agricultural exports. California's agricultural exports to Mexico represent an estimated 5 percent of total U.S. agricultural exports to the market.

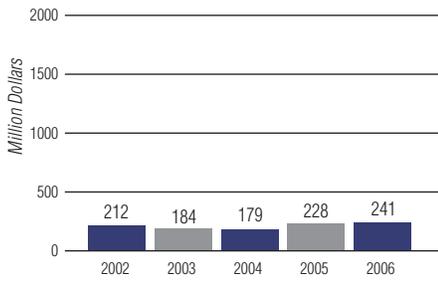


Country Profile: South Korea

South Korea is California's sixth largest export destination, representing less than 5 percent of the state's total agricultural exports. Citrus is the leading agricultural export to the nation, valued at \$63 million and representing an estimated 17 percent of total citrus exports. Exports to South Korea increased roughly 13 percent since 2002, after a rebound in export sales following the 2004 ban on U.S. beef exports. Prior to the South Korean ban on U.S. beef, California exported an estimated \$72 million to the market, the second largest destination for California beef exports in 2003.

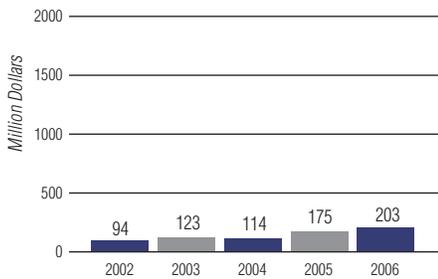


Agricultural Export Country Profiles: 2002–2006 ¹ continued



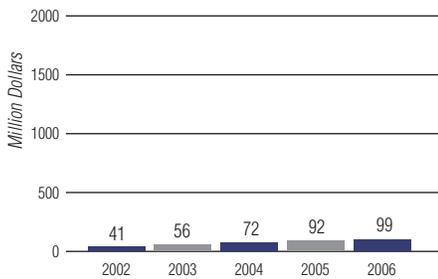
Country Profile: Taiwan

California agricultural exports to Taiwan have increased an estimated 13 percent since 2002. The top five commodities represent an estimated 57 percent of the total export value to the market with cotton being the leading export. California's agricultural exports to Taiwan represent an estimated 10 percent of total U.S. agricultural exports to the market. Taiwan is the second largest export destination for California tree fruit (peaches, plums and nectarines) as well as celery.



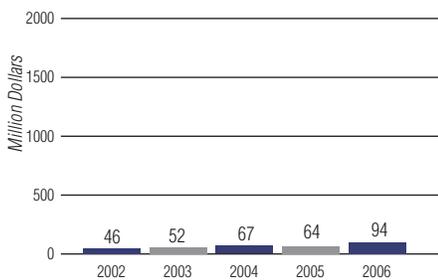
Country Profile: India

India is a significant market for California almonds, the second largest export destination following the European Union-25. Total California agricultural exports to the market are valued at \$203 million with almonds representing an estimated 77 percent of total exports. Cotton and table grapes are the other leading commodities to the market. India ranks as the 33rd largest export destination for U.S. agricultural products. California represents an estimated 59 percent of total U.S. exports to the market.



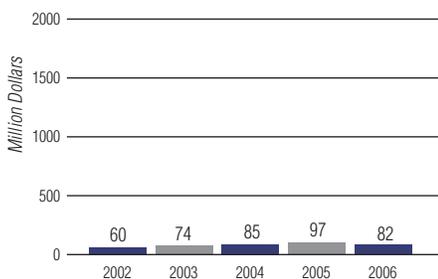
Country Profile: Australia

California agricultural exports to Australia have more than doubled since 2002, and this is the first time Australia has been one of the top 10 export destinations. The top five commodities represent an estimated 65 percent of total exports to the market, with walnuts and table grapes being the top commodity exports. Australia is the 23rd largest export destination for U.S. agricultural products, and California represents an estimated 17 percent of total U.S. agricultural exports to the market.



Country Profile: United Arab Emirates

The United Arab Emirates is California's largest agricultural export destination in the Middle East valued at \$94 million. Exports to the market have more than doubled since 2002, following the growth pattern of California's top export commodity to the market. California almonds represent an estimated 87 percent of total export value to the market, with table grapes and walnuts accounting for the remaining balance. The United Arab Emirates accounts for less than 5 percent of total almond exports.



Country Profile: Malaysia

California agricultural exports to Malaysia have increased an estimated 36 percent since 2002. Table grapes are the leading export commodity, representing 48 percent of total agricultural exports. Malaysia is the fourth largest export destination for table grapes, representing an estimated 8 percent of total exports for the commodity. Malaysia is the 26th largest export destination for the U.S., and California's agricultural exports account for 17 percent of total exports to the market.



¹ This set of charts provides export values of total agricultural exports by destination. Only countries with consecutive five-year data (2002-2006) are represented. Accurate export destination data is only available for 48 of the top 55 commodities. The commodities for which export destinations are not included are apples, turkey, wheat, eggs, chicken, avocados and mushrooms.