

California Agricultural Exports

In 2007, California agricultural exports achieved an all-time high of \$10.9 billion, representing an 11 percent increase from the previous year.

The top 55 export commodities accounted for \$9.3 billion or 85 percent of total export value, while the remaining 15 percent of exports were associated with other products. Of the top 55 commodities, 35 experienced an increase in export value of 5 percent or greater. The top 10 export commodities accounted for 59 percent of total agricultural exports.

For the first time since 2000, oranges and products were not represented in the top 10 commodities with a 28 percent decline in export value. Almonds continued to be the top export commodity for California, although the 2007 export value of almonds represented a 1 percent decline compared to the previous year. Almonds accounted for roughly 20 percent of total export value for the top 55 commodities.

The dairy industry experienced a dramatic increase in the value of dairy exports in 2007. This change is linked to a 35 percent increase in the quantity of exports as well as an increase in the price of dairy products overall.

California wine sustained a second year of record high exports mainly due to a higher proportion of production being shipped to international markets. In 2007, California exported 18 percent of its wine production to foreign markets compared to 17 percent in 2006.

California exported agricultural products to more than 156 countries worldwide. Accurate export destination data are available for only 48 commodities. These 48 commodities account for more than 99 percent of the export value of the top 55 commodities. The commodities whose export destinations were

not included are apples, avocados, chickens, eggs, mushrooms, turkey and wheat.

The top 10 export destinations account for 83 percent of the 2007 export value of the 48 commodities. The top three export destinations—Canada, the European Union (EU-27) and Japan—account for nearly 57 percent of the 2007 export value.

In 2007, the ratio of quantity exported to quantity produced increased 4 percent, and it also marks the sixth year of continued growth in the sale value of California agricultural exports to foreign destinations. The data also suggests that a broader range of foreign destinations may be importing more California agricultural products than in previous years. California has certainly gained international fame for its high quality agricultural products.

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 of the whole U.S. and California port districts are from the Department of Commerce trade data posted on the U. S. 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, the Agricultural Issues Center uses 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 USDA sources, such as National Agricultural Statistics Service, Economic Research Service and Agricultural Marketing Service publications.

The Agricultural Issues Center's 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 instead, without direct links to where the product originated. The Agricultural Issues Center export figures correspond to commodities that have been 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 Agricultural Issues Center 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 the United Nations Food and Agriculture Organization are applied.

For the 2007 report, the Agricultural Issues Center followed the same methodology applied in 2006 and 2005. However, some of the previously published figures for 2006 and 2005 have been reviewed and adjusted, based on new information obtained from our sources.

The methodology for estimating 2007 cherry exports was changed slightly from previous years due to more comprehensive data available from the California Cherry Advisory Board. Estimates of California cherry exports now include all eight major varieties, whereas previous estimates only included four varieties. Estimates of cherry exports for 2005 and 2006 were updated to reflect the new methodology.

The 2007 estimate of California dairy exports was calculated using the average of California's annual share of total U.S. dairy exports from 2002 to 2006. Previous estimates were calculated using survey data from the California dairy industry, which was unavailable for this report.



Commodity Export Values and Rankings, 2004–2007						
Commodity	2007 Rank	2004	2005	2006	2007	Percent Change 2007/2006 ¹
		Export Value \$1,000	Export Value \$1,000	Export Value \$1,000	Export Value \$1,000	
Almonds	1	1,369,687	1,840,912	1,898,839	1,879,181	-1%
Dairy and Products	2	439,916	563,362	603,799	963,057	59%
Wine	3	683,788	575,343	735,194	815,635	11%
Table Grapes ²	4	454,088	540,156	499,421	553,480	11%
Cotton	5	631,892	699,695	553,937	505,258	-9%
Walnuts	6	240,506	318,451	365,453	444,450	22%
Pistachios	7	178,965	299,496	287,072	364,076	27%
Rice	8	278,899	318,665	268,258	313,236	17%
Tomatoes, Processed ³	9	250,263	263,499	287,044	300,261	5%
Strawberries	10	202,109	233,532	273,513	297,132	9%
Lettuce	11	188,318	236,995	243,731	273,787	12%
Oranges and Products	12	345,330	365,472	359,231	260,252	-28%
Raisins	13	195,099	209,130	206,110	212,688	3%
Beef and Products	14	80,071	99,681	152,175	199,423	31%
Dried Plums	15	130,105	107,735	132,918	175,432	32%
Lemons ³	16	77,375	83,941	103,724	168,939	63%
Peaches and Nectarines	17	123,257	126,999	125,197	146,561	17%
Hay ³	18	109,199	112,232	124,731	134,401	8%
Broccoli	19	98,945	104,156	111,980	118,730	6%
Carrots	20	78,402	82,440	86,735	100,462	16%
Cherries ⁴	21	76,677	51,910	38,187	97,146	154%
Grapefruit	22	42,997	50,268	88,498	78,948	-11%
Tomatoes, Fresh	23	67,700	54,906	61,697	73,653	19%
Celery	24	50,512	52,745	55,055	62,625	14%
Raspberries	25	23,468	28,601	40,367	61,645	53%
Flowers and Nursery	26	40,908	42,149	50,784	59,107	16%
Onions ³	27	39,341	45,077	43,611	58,591	34%
Plums ³	28	37,630	55,186	60,909	51,336	-16%
Cauliflower	29	47,982	47,561	46,619	51,040	9%
Melons	30	39,276	42,829	42,057	43,493	3%
Potatoes	31	24,129	35,432	41,680	41,510	-0%
Grape Juice	32	29,835	30,365	27,528	31,735	15%
Apples	33	15,869	24,146	27,029	30,500	13%
Spinach	34	26,866	30,706	26,205	29,225	12%
Wheat	35	26,622	17,749	14,105	27,499	95%
Garlic	36	21,178	24,284	26,294	25,098	-5%
Peppers, Bell and Chili	37	26,364	25,548	21,867	22,775	4%
Pears	38	24,044	24,387	28,573	21,743	-24%
Cottonseed and byproducts	39	16,903	6,078	12,182	19,230	58%
Turkey	40	14,560	18,693	17,530	19,185	9%
Dates	41	12,459	13,284	16,330	18,296	12%
Olives	42	15,636	17,682	16,157	17,424	8%
Asparagus	43	18,010	31,395	12,295	16,331	33%
Apricots	44	12,719	14,150	12,747	16,145	27%
Cabbage	45	14,857	19,416	18,922	14,332	-24%
Kiwi	46	10,581	8,955	16,772	13,874	-17%
Sweet Potatoes	47	10,472	9,521	13,466	11,785	-12%
Dry Beans ⁵	48	12,091	16,416	14,004	11,742	-16%
Tangerines and Manderins	49	8,953	11,840	15,336	11,303	-26%
Figs	50	9,211	12,267	14,078	11,146	-21%
Chickens	51	7,002	8,603	7,485	9,245	24%
Eggs	52	5,135	10,043	9,312	9,070	-3%
Avocados	53	2,216	2,910	10,679	3,621	-66%
Artichokes	54	4,188	4,390	4,651	3,516	-24%
Mushrooms	55	2,383	2,292	2,297	4,342	89%
Total Principal Commodities		6,994,987	8,073,675	8,374,367	9,304,702	11%
Total Other Products ^{3,6,7}		1,246,108	1,291,911	1,419,911	1,607,727	13%
Total All Agricultural Exports		8,241,095	9,365,586	9,794,278	10,912,429	11%

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

² 2005 and 2006 figures were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

³ 2006 figures were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

⁴ 2005 and 2006 figures were revised. In 2007, California Cherry Advisory Board started reporting historical data (starting in 2005) on the shipment of all 8 major varieties. Prior figures were based on reported shipments of only four varieties (Bing, Van, Lambert, and Rainier).

⁵ Dry bean figures were updated from 2004 through 2006 using information provided by industry sources.

⁶ 2006 figures were revised based on updated port data from the U.S. Department of Commerce/International Trade Commission.

⁷ "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.

California Share of U.S. Agricultural Exports, 2005–2007						
Commodity	2005		2006		2007	
	Export Value Total U.S. \$1,000	California Percent Share	Export Value Total U.S. \$1,000	California Percent Share	Export Value Total U.S. \$1,000	California Percent Share
Animal Products	6,848,639	10.2	7,635,120	10.4	10,641,400	11.30
Dairy and Products	1,667,693	33.8	1,868,140	32.3	3,030,902	31.7
Beef and Products ¹	2,381,189	4.2	3,168,234	4.8	3,905,335	5.1
Turkey	345,473	5.4	318,503	5.5	363,760	5.3
Eggs	249,310	4.0	258,248	3.6	317,725	2.9
Chickens	2,204,974	0.4	2,021,995	0.4	3,023,678	0.3
Field Crops	10,716,101	13.8	11,249,297	11.7	15,778,388	8.8
Cotton	3,920,176	17.8	4,500,559	12.3	4,578,229	11.0
Tomatoes, Processed ^{2,7}	285,986	92.1	306,099	93.5	318,784	94.2
Rice	1,299,769	24.6	1,298,013	20.7	1,408,550	22.2
Hay ²	508,186	22.1	518,992	22.6	609,840	22.0
Potatoes	109,662	32.3	134,266	31.0	133,448	31.1
Wheat	4,428,105	0.4	4,277,638	0.3	8,466,275	0.3
Sweet Potatoes ⁷	24,344	39.1	32,489	41.5	35,609	33.1
Cottonseed and Byproducts ⁷	117,504	5.2	153,835	7.9	198,558	9.7
Dry Beans ^{4,7}	22,369	42.7	27,406	27.8	29,095	40.4
Fruits and Products	3,967,093	66.2	4,429,247	65.5	4,926,300	65.3
Wine	624,386	92.1	821,347	89.6	920,574	88.6
Table Grapes ¹	544,250	99.2	502,889	99.3	557,876	99.2
Oranges and Products	534,855	68.3	564,528	63.6	507,780	51.3
Strawberries	249,360	93.7	292,093	93.6	314,375	94.5
Raisins	209,130	100.0	206,110	100.0	212,688	100.0
Dried Plums ⁷	107,735	100.0	132,918	100.0	175,432	100.0
Peaches and Nectarines ⁷	152,319	83.4	152,123	82.3	173,799	84.3
Lemons ²	101,995	85.3	117,741	86.5	183,845	91.9
Grapefruit ⁷	200,982	25.0	276,151	32.1	334,209	23.6
Plums ^{2,7}	58,090	95.0	62,793	95.0	52,924	97.0
Cherries ³	221,320	20.6	222,434	22.2	269,728	36.0
Melons	120,300	35.6	119,223	35.3	127,326	34.2
Raspberries ⁷	42,442	67.4	56,106	72.0	84,532	72.9
Pears ⁷	128,387	19.0	146,566	19.5	163,498	13.3
Grape Juice ⁷	56,396	53.8	56,863	48.4	65,730	48.3
Apples	526,006	4.6	586,832	4.6	678,461	4.5
Kiwi ⁷	8,955	100.0	16,772	100.0	13,874	100.0
Dates ⁷	13,284	100.0	16,330	100.0	18,296	100.0
Olives ⁷	17,682	100.0	16,157	100.0	17,424	100.0
Tangerines and Mandarins ⁷	19,052	62.1	23,651	64.8	21,435	52.7
Figs ⁷	12,267	100.0	14,078	100.0	11,146	100.0
Apricots ⁷	14,869	95.2	13,677	93.2	17,138	94.2
Avocados ⁷	3,031	90.7	11,865	89.1	4,210	86.0
Tree Nuts	2,458,859	100.0	2,551,364	100.0	2,687,707	100.0
Almonds	1,840,912	100.0	1,898,839	100.0	1,879,181	100.0
Walnuts	318,451	100.0	365,453	100.0	444,450	100.0
Pistachios	299,496	100.0	287,072	100.0	364,076	100.0
Vegetables	1,272,080	59.9	1,353,133	57.0	1,470,619	57.4
Lettuce	332,367	71.3	379,779	64.2	409,371	66.9
Broccoli	114,158	91.2	121,646	91.8	130,692	90.8
Carrots	106,372	77.5	113,606	76.4	131,243	76.5
Tomatoes, Fresh	166,131	33.1	172,627	35.7	191,868	38.4
Celery	54,969	96.0	58,373	94.0	64,540	97.0
Onions ^{1,7}	186,527	24.2	212,432	25.2	232,167	25.2
Cauliflower ⁷	64,465	73.8	64,790	72.0	67,779	75.3
Garlic ⁷	24,284	100.0	26,294	100.0	25,098	100.0
Spinach	45,207	67.9	40,417	64.8	45,799	63.8
Peppers, Bell and Chili	90,359	28.3	81,042	27.1	97,371	23.4
Cabbage ⁷	26,596	73.0	26,629	71.1	19,864	72.2
Asparagus ⁷	35,047	89.6	27,705	44.4	16,000	63.0
Artichokes	4,390	100.0	4,651	100.0	0	0.0
Mushrooms ⁷	20,849	10.8	22,957	9.9	38,827	11.2
Flowers and Nursery	302,020	14.0	331,089	15.3	370,537	16.0
Total Principal Commodities	25,564,792	31.5	27,549,250	30.4	35,874,951	26.3
Total Other Products and Mixtures ^{1,5,6}	33,097	3.9	38,544	3.7	49,142	3.3
All Agricultural Exports	25,597,889	15.9	27,587,794	14.8	35,924,093	12.9

See footnotes on page 128.

California Agricultural Exports

¹ 2005 and 2006 figures were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

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⁴ Dry bean figures were updated from 2004 through 2006 using information provided by industry sources.

⁵ 2006 figures were revised based on updated port data from the U.S. Department of Commerce/International Trade Commission.

⁶ "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.

⁷ Values of total U.S. exports were mis-reported in the 2007 California Agriculture Resource Directory and have been corrected.

Source: University of California, Agricultural Issues Center.

Major California Agricultural Exports to the Top 15 Destinations, 2007

Commodities by Country	Approximate Export Value Million Dollars	Commodities by Country	Approximate Export Value Million Dollars	Commodities by Country	Approximate Export Value Million Dollars
1 - Canada	2,222	2 - European Union-27¹	2,134	3 - Japan	957
Lettuce	234	Almonds	940	Rice	141
Strawberries	233	Wine	424	Almonds	120
Table Grapes	185	Pistachios	225	Lemons	79
Wine	182	Walnuts	202	Hay	78
Tomatoes Processed	158	Raisins	79	Dairy and Products	58
Almonds	125	Dried Plums	76	Wine	55
Dairy and Products	115	Dairy and Products	50	Walnuts	52
Carrots	95	Rice	20	Oranges and Products	44
Oranges and Products	75	Tomatoes, Processed	19	Broccoli	35
Broccoli	67	Table Grapes	18	Beef and Products	33
Peaches	65	Lemons	14	Strawberries	32
Raspberries	52	Flowers and Nursery	9	Dried Plums	32
Celery	51	Strawberries	8	Cherries	31
Tomatoes, Fresh	48	Cherries	8	Grapefruit	31
Walnuts	43	Cotton	7	Raisins	31
Lemons	41	Onions	6	Tomatoes, Processed	18
Cauliflower	38	Garlic	6	Cotton	12
Cherries	38	Sweet Potatoes	5	Pistachios	11
Melons	33	Dates	5	Cottonseed	7
Pistachios	32	Dry Beans	4	Cauliflower	7
Spinach	29	Raspberries	3	Table Grapes	6
Onions	28	Mushrooms	2	Raspberries	6
Raisins	27	Olives	2	Melons	5
Plums	27	Lettuce	1	Asparagus	4
Potatoes	24	Peaches and Nectarines	1	Onions	4
Flowers	23			Dry Beans	4
Grape juice	21			Lettuce	3
Peppers, Bell and Chili	20			Olives	3
Cabbage	13			Tangerines and Nectarines	2
Dried Plums	13			Apricots	2
Apricots	9			Flowers and Nursery	2
Pears	9			Grape Juice	2
Garlic	8			Figs	2
Tangerines and Mandarins	7			Celery	1
Olives	7			Tomatoes, Fresh	1
Sweet Potatoes	7			Garlic	1
Figs	6			Kiwifruit	1
Grapefruit	6				
Dates	6				
Kiwifruit	5				
Asparagus	5				
Cotton	4				
Artichokes	3				
Rice	2				
Mushrooms	1				
Dry Beans	1				

Major California Agricultural Exports to the Top 15 Destinations, 2007 *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	638	5 - Mexico	643	6 - South Korea	386
Cotton	168	Dairy and Products	271	Oranges and Products	55
Almonds	92	Table Grapes	51	Rice	43
Beef and Products ²	76	Cotton	47	Beef and Products ²	41
Table Grapes	56	Tomatoes, Processed	34	Grapefruit	36
Pistachios	56	Almonds	30	Almonds	36
Dairy and Products	50	Tomatoes, Fresh	23	Walnuts	35
Oranges and Products	50	Lettuce	20	Dairy and Products	29
Wine	19	Strawberries	18	Hay	18
Raisins	16	Flowers	17	Wine	16
Walnuts	13	Peaches and Nectarines	14	Cotton	14
Lemons	7	Potatoes	13	Tomatoes, Processed	11
Plums	5	Beef and Products ²	12	Table Grapes	10
Tomatoes, Processed	5	Wine	10	Cherries	9
Dried Plums	4	Onions	9	Lemons	8
Peaches and Nectarines	4	Oranges and Products	8	Grape juice	7
Cottonseed	4	Cottonseed and Byproducts	7	Raisins	6
Cherries	2	Rice	6	Kiwifruit	3
Celery	2	Pistachios	5	Dried Plums	2
Garlic	1	Kiwifruit	4	Pistachios	2
Olives	1	Raisins	4	Lettuce	2
Melons	1	Plums	4		
		Carrots	4		
		Walnuts	4		
		Melons	3		
		Apricots	3		
		Garlic	3		
		Hay	3		
		Dried Plums	3		
		Cauliflower	2		
		Figs	2		
		Lemons	2		
		Olives	2		
		Celery	2		
		Peppers, Bell and Chili	1		
		Broccoli	1		
		Cabbage	1		
7 - Taiwan	238	8 - India	201	9 - Australia	150
Rice	36	Almonds	175	Table Grapes	34
Peaches and Nectarines	32	Cotton	9	Walnuts	21
Beef and Products ²	24	Table Grapes	7	Wine	15
Table Grapes	20	Pistachios	4	Dairy and Products	12
Almonds	17	Dairy and Products	3	Oranges and Products	10
Cotton	15	Wine	1	Dried Plums	8
Broccoli	14			Lemons	7
Lettuce	10			Pistachios	7
Hay	10			Tomatoes, Processed	6
Dairy and Products	9			Almonds	5
Plums	8			Rice	5
Wine	7			Dates	4
Raisins	6			Raisins	3
Walnuts	6			Onions	3
Cherries	6			Cherries	2
Celery	3			Strawberries	2
Cauliflower	3			Grapefruit	2
Oranges and Products	2			Garlic	1
Onions	2			Tangerine and Mandarins	1
Tomatoes, Processed	2				
Potatoes	2				
Strawberries	1				

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Major California Agricultural Exports to the Top 15 Destinations, 2007 *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	127	11 - Indonesia	107	12 - Thailand	88
Almonds	101	Dairy and Products	42	Dairy and Products	24
Walnuts	5	Cotton	38	Cotton	22
Table Grapes	4	Table Grapes	17	Table Grapes	12
Dairy and Products	3	Almonds	3	Peaches and Nectarines	9
Hay	3	Onions	2	Almonds	6
Tomatoes, Processed	3	Oranges and Products	1	Beef and Products ²	5
Wine	2	Garlic	1	Wine	3
Flowers and Nursery	1			Raisins	2
Rice	1			Pears	1
Cotton	1			Dried Plums	1
Raisins	1			Pistachios	1
13 - Malaysia	83	14 - Singapore	61	15 - Philippines	82
Dairy and Products	32	Table Grapes	11	Dairy and Products	47
Table Grapes	20	Dairy and Products	11	Table Grapes	15
Oranges and Products	8	Wine	8	Wine	4
Almonds	7	Almonds	5	Peaches and Nectarines	3
Dried Plums	5	Oranges and Products	4	Tomatoes, Processed	2
Raisins	4	Rice	4	Raisins	2
Tomatoes, Processed	1	Raisins	3	Cotton	1
Cotton	1	Lettuce	3	Grape Juice	1
Wine	1	Plums	2	Oranges and Products	1
Plums	1	Celery	2	Walnuts	1
		Dried Plums	2		
		Tomatoes, Processed	1		
		Walnuts	1		
		Pistachios	1		

¹ The European Union increased its membership in 2007 to 27 member countries with the addition of Bulgaria and Romania.

² Hides and skins account for 42 percent of "Beef and Products" total value in 2007. Hides and skins are included in the heading from previous reports, but not explicitly highlighted because of its smaller percentage of total beef exports.

Note: This table provides export values for single commodities to the top 15 destinations. Only export values higher than \$2 million are reported

Major California Agricultural Exports to the European Union, 2007

Rank	EU Member ¹	Approximate Export Value, Millions							Total ³
		Almonds	Wine	Pistachios	Walnuts	Raisins	Dried Plums	Other Commodities ²	
1	United Kingdom	49	247	9	5	32	11	57	410
2	Germany	210	42	19	75	17	32	5	400
3	Spain	260	<1	9	62	<1	1	7	340
4	Italy	82	44	15	37	<1	14	15	207
5	Netherlands	79	21	62	12	4	1	12	191
6	France	67	15	24	<1	<1	<1	8	114
7	Belgium	68	7	33	1	<1	<1	4	113
8	Greece	47	<1	9	3	0	2	0	62
9	Sweden	15	11	0	4	9	2	7	48
10	Denmark	20	16	1	<1	7	3	2	48
	Other EU Members ⁴	42	21	41	2	7	8	5	126
	Total	940	422	222	201	76	75	122	2,059

¹ The EU members to which California exports are shipped reflects 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 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, chickens, avocados and mushrooms.

⁴ "Other EU Members" include Austria, Bulgaria, Cyprus, Czech Republic, Estonia, Finland, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Romania, Slovak Republic and Slovenia. All these countries combined account for more than 6 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} – 2007

	2006		2007		Percent of Export Value		2006		2007		
	2006	2007	2006	2007	2006	2007	2006	2007	2006	2007	
1 - Almonds			2 - Dairy and Products		3 - Wine		4 - Table Grapes				
EU-27	54	50	Mexico	33	28	EU-27	58	52	Canada	30	33
India	8	9	Canada	-	12	Canada	20	22	China/Hong Kong	16	10
Canada	6	7	Japan	7	6	Japan	9	7	Mexico	10	9
Japan	7	6	Philippines	6	5				Australia	-	6
			China/Hong Kong	-	5				Malaysia	8	-
			EU-27	-	5						
5 - Cotton			6 - Walnuts			7 - Pistachios			8 - Rice		
China/Hong Kong	39	33	EU-27	44	45	EU-27	72	62	Japan	63	45
Turkey	10	17	Japan	13	12	China/Hong Kong	7	15	South Korea	12	14
Mexico	5	9	Canada	9	10	Canada	9	9	Jordan	5	12
Indonesia	6	7	South Korea	9	8				Taiwan	7	11
Pakistan	5	6	Australia	5	5				EU-27	-	6
Thailand	5	4	Israel	5	5						
9 - Tomatoes, Processed			10 - Strawberries			11 - Lettuce			12 - Oranges and Products		
Canada	53	53	Canada	76	78	Canada	86	85	Canada	26	29
Mexico	15	11	Japan	12	11	Mexico	7	7	South Korea	17	21
Japan	7	6	Mexico	8	6				China/Hong Kong	21	19
EU-27	-	6							Japan	19	17
13 - Raisins			14 - Beef and Products³			15 - Dried Plums			16 - Lemons		
EU-27	38	37	China/Hong Kong	28	38	EU-27	45	43	Japan	37	46
Japan	13	14	South Korea	10	20	Japan	24	18	Canada	32	24
Canada	13	13	Japan	14	16	Canada	7	7	EU-27	8	8
China/Hong Kong	8	8	Taiwan	22	12	Russia	-	7	South Korea	5	5
			Mexico	22	6	Australia	-	5	China/Hong Kong	8	4
17 - Peaches and Nectarines			18 - Hay			19 - Broccoli			20 - Carrots		
Canada	48	44	Japan	74	58	Canada	55	56	Canada	93	94
Taiwan	23	22	Saudi Arabia	-	16	Japan	30	30			
Mexico	10	9	South Korea	16	13	Taiwan	12	12			
Thailand	5	6	Taiwan	9	7						
21 - Cherries			22 - Grapefruit			23 - Tomatoes, Fresh			24 - Celery		
Canada	24	39	South Korea	51	45	Canada	75	66	Canada	78	82
Japan	53	32	Japan	29	39	Mexico	19	31	Taiwan	7	5
South Korea	5	9	Canada	9	8						
EU-27	-	8	New Zealand	6	-						
Taiwan	10	6									
25 - Raspberries			26 - Flowers and Nursery			27 - Onions			28 - Plums		
Canada	84	84	Canada	38	38	Canada	40	47	Canada	43	52
Japan	11	9	Mexico	32	29	Mexico	19	15	Taiwan	20	15
EU-27	-	5	EU-27	11	16	EU-27	9	10	China/Hong Kong	15	10
						Japan	12	7	Mexico	8	8
						Australia	-	5			
29 - Cauliflower			30 - Melons			31 - Potatoes			32 - Grape Juice		
Canada	74	75	Canada	77	76	Canada	68	59	Canada	68	66
Japan	18	14	Japan	13	12	Mexico	26	31	South Korea	17	21
Taiwan	-	6	Mexico	6	8				Japan	10	5
Mexico	-	5									

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Major Destinations for California Agricultural Exports, 2006^{1,2} and 2007 *continued*

	2006		2007		2006		2007		2006		2007		
					Percent of Export Value								
34 - Spinach													
Canada	97	99											
			36 - Garlic				37 - Peppers, Bell and Chili				38 - Pears		
			Canada	30	31	Canada	90	90	Canada	43	49		
			EU-27	19	22	Mexico	-	5	Thailand	17	7		
			Mexico	14	12				Mexico	11	-		
			Australia	7	6				EU-27	5	-		
			Japan	5	-				Philippines	5	-		
			China/Hong Kong	-	5								
39 - Cottonseed and Byproducts			41 - Dates			42 - Olives			43 - Asparagus				
Japan	16	38	Canada	36	34	Canada	44	40	Canada	38	30		
Mexico	39	37	EU-27	25	25	Japan	16	16	Switzerland	20	24		
China/Hong Kong	35	18	Australia	23	21	Mexico	8	10	Japan	20	26		
Canada	5	2	Switzerland	-	5	EU-27	10	9	Taiwan	7	4		
						China/Hong Kong	6	5	EU-27	5	4		
44 - Apricots			45 - Cabbage			46 - Kiwi			47 - Sweet Potatoes				
Canada	56	56	Canada	93	90	Canada	35	39	Canada	59	57		
Japan	16	12	Mexico	-	6	Mexico	25	32	European Union	39	40		
Mexico	10	21				South Korea	19	18					
EU-27	7	-				Japan	15	7					
48 - Dry Beans			49 - Tangerines and Mandarins			50 - Figs			54 - Artichokes				
Japan	88	32	Canada	42	63	Canada	41	58	Canada	76	98		
EU-27	5	33	Japan	32	18	Mexico	33	17	Mexico	16	2		
Canada	-	7	Australia	14	10	Japan	13	14					
			South Korea	5	4	China/Hong Kong	11	7					

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 "Agricultural Commodity Export Values and Rankings, 2006-2007."

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

³ Hides and skins account for 46 percent of beef and products total value in 2006. Hides and skins are included in the heading "Beef and Products" from previous reports, but not explicitly highlighted because of its smaller percentage of total beef exports.

Source: University of California, Agricultural Issues Center

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2007 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.	8,435	13,300	63%
Apples	cwt.	2,177	3,551	61%
Apricots	short tons	12	81	15%
Artichokes	cwt.	45	902	5%
Asparagus	cwt.	95	580	16%
Avocados	short tons	2	171	1%
Beef and Products	live cwt.	963	19,765	5%
Broccoli	cwt.	2,883	18,900	15%
Cabbage	cwt.	401	5,807	7%
Carrots	cwt.	2,601	22,554	12%
Cauliflower	cwt.	1,554	6,030	26%
Celery	cwt.	2,469	19,345	13%
Cherries	short tons	22	82	27%
Cotton	bales	1,367	1,390	98%
Cottonseed and Byproducts	short tons	68	546	12%
Dairy and Products ^{3,4}	cwt.	67,377	406,830	17%
Dates	short tons	3	18	20%
Dried Plums	short tons	208	235	88%
Dry Beans	cwt.	296	1,212	24%
Eggs	dozens	9,079	411,500	2%
Figs	short tons	10	52	18%
Garlic	cwt.	574	4,200	14%
Grapefruit	short tons	168	145	86%
Grapes ⁵	short tons	1,591	6,190	26%
Hay	short tons	660	9,422	7%
Kiwi	short tons	9	24	36%
Lemons	38lb boxes	8,900	34,000	26%
Lettuce	cwt.	7,076	90,475	8%
Melons	cwt.	1,898	21,950	9%
Olives	short tons	26	133	19%
Onions	cwt.	3,136	21,548	15%
Oranges	75lb boxes	11,107	64,500	17%
Peaches and Nectarines	cwt.	2,644	24,360	11%
Pears	short tons	22	243	9%
Peppers, Bell and Chili	cwt.	392	8,833	4%
Pistachios	cwt., in shell	1,844	4,100	45%
Plums	short tons	41	152	30%
Potatoes	cwt.	2,091	15,339	14%
Raspberries	cwt.	444	990	45%
Rice	cwt.	12,575	43,822	29%
Spinach	cwt.	311	5,280	6%
Strawberries	cwt.	2,703	21,540	13%
Sweet Potatoes	cwt.	289	4,256	7%
Tangerines and Mandarins	75lb boxes	254	5,700	4%
Tomatoes, Fresh	cwt.	1,511	12,300	12%
Tomatoes, Processed	short tons	1,370	12,082	11%
Turkey	liveweight cwt.	215	4,448	5%
Walnuts	short tons	168	320	52%
Wheat	bushels	3,975	26,325	15%
WEIGHTED AVERAGE ⁶				28%

¹ Quantities are converted to farm-level equivalent using conversion factors from the U.S. Department of Agriculture, National Agricultural Statistics Service.

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 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.

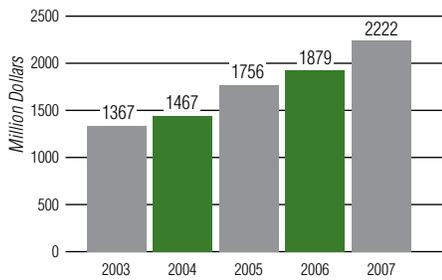
⁴ There is no addition for the farm quantity of milk allotted to whey exports because whey is a by-product from cheese production. Other products including casein, lactose, milk albumin, products for infant use, pudding and rennet are converted to farm equivalent by multiplying California's share of 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 non fat dry milk.

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

⁶ The weighted average is based on each of the 52 commodity's share of production value. Values for chickens, mushrooms, and flowers and nursery products are not included because reliable data on export quantity is not available.

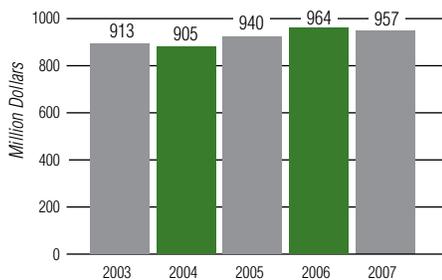
Source: University of California, Agricultural Issues Center

Agricultural Export Country Profiles, 2003–2007 ¹



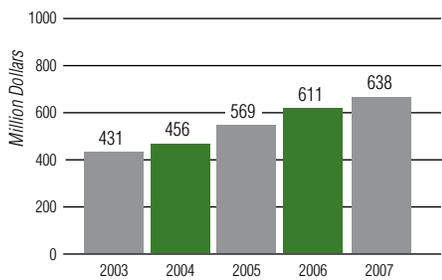
Country Profile: Canada

Canada remains the leading agricultural export destination for California and the United States. In 2007, California exported \$2.2 billion in agricultural products to the market, representing approximately 20 percent of total agricultural exports. Exports to Canada increased an estimated 15 percent from the previous year, and Canada is the leading export destination for 33 of the top 55 agricultural commodities.



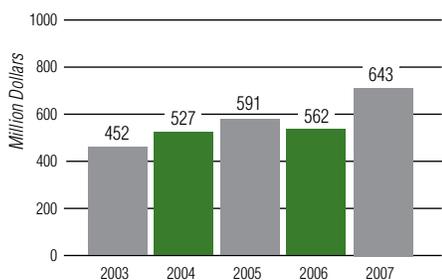
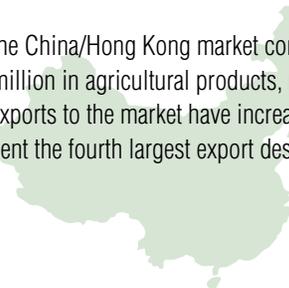
Country Profile: Japan

Japan remains a significant export market for California agricultural products, representing roughly 9 percent of total agricultural exports. California exports to the market have decreased by 1 percent since 2006; however, the market is the largest export destination for five of California's top commodities (rice, lemons, hay, cottonseed byproducts and dry beans). Japan is the third largest export market for the United States and the third largest country market for California.



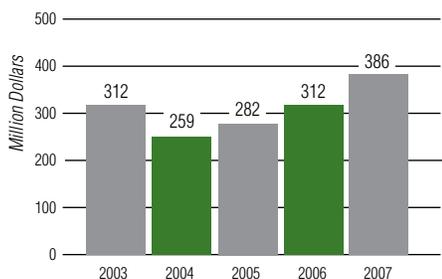
Country Profile: China/Hong Kong

The value of California's agricultural exports to the China/Hong Kong market continues to grow. In 2007, California exported nearly \$638 million in agricultural products, representing roughly 6 percent of total exports. Since 2003, exports to the market have increased on average by 10 percent per year. China/Hong Kong represent the fourth largest export destination for California agricultural products.



Country Profile: Mexico

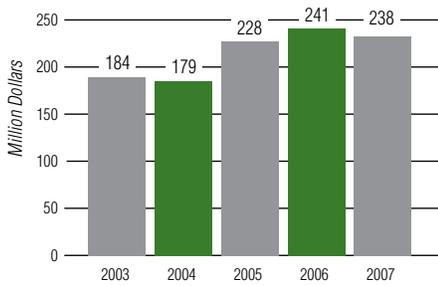
In 2007, California exported \$643 million in agricultural products to Mexico, a 14 percent increase from the previous year. Mexico is the top export destination for California dairy products, representing 28 percent of total dairy exports by value. Mexico is the fifth largest export destination for California, representing an estimated 6 percent of total exports.



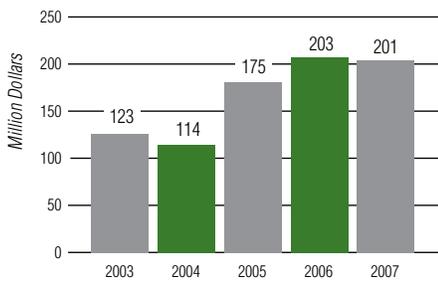
Country Profile: South Korea

South Korea represents California's sixth largest export destination with a market export value of \$386 million. Roughly 4 percent of the state's total agricultural exports arrive in South Korea. Oranges and products are the leading agricultural export to the nation, valued at \$55 million. In addition, South Korea is a leading export destination for California grapefruit.

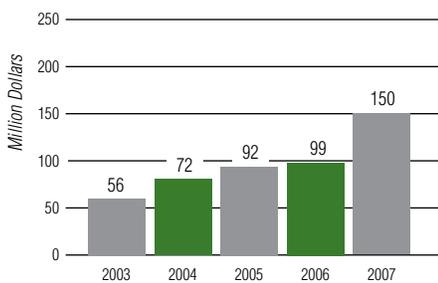


Agricultural Export Country Profiles, 2003–2007 ¹ continued**Country Profile: Taiwan**

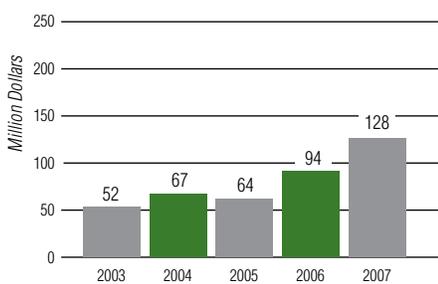
California's agricultural exports to Taiwan remained at previous levels, with an export value of \$238 million. The top five commodities represent an estimated 54 percent of the total export value to the market with rice being the leading export. California's agricultural exports to Taiwan represent an estimated 8 percent of total U.S. agricultural exports to the market. Taiwan remains the second largest export destination for California tree fruit (peaches and nectarines and plums) as well as celery.

**Country Profile: India**

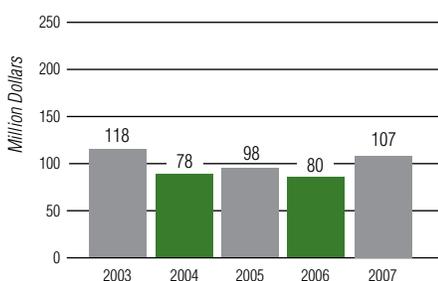
The export value of California agricultural products to India remained stable in 2007, with an export value of \$201 million. India remains the second largest export destination for California almonds, representing 87 percent of total exports to the market. Other leading commodities include cotton and table grapes. Since 2003, California agricultural exports to the market have increased 61 percent.

**Country Profile: Australia**

California exported \$150 million in agricultural products to Australia. The top five commodities represent an estimated 60 percent of total exports to the market, with table grapes and walnuts being the top commodity exports. Since 2003, exports to the market have increased significantly with a diversified base of products that include dairy, wine, rice, fruit and nuts.

**Country Profile: United Arab Emirates**

The United Arab Emirates remains California's largest agricultural export destination to the region, valued at \$128 million. California agricultural exports to the market increased 27 percent in 2007 compared to the previous year. Almonds represent approximately 80 percent of total export value to the market. Leading exports include almonds, walnuts, table grapes and dairy.

**Country Profile: Indonesia**

Indonesia is California's eleventh largest export destination valued at \$107 million. The market represents an estimated 7 percent of cotton exports and dairy exports account for an estimated 40 percent total exports to the nation. Indonesia is the ninth largest agricultural export destination for the United States. California's agricultural exports to Indonesia represent an estimated 7 percent of total U.S. agricultural 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.