

# California Agricultural Exports

In 2012, California agricultural exports reached \$18.18 billion, representing a 8 percent increase over the previous year. As indicated by the table below, California's agricultural exports have grown at an impressive pace for the past 10 years except for a slight contraction between 2008 and 2009.

## California Agricultural Export Values, 2002-2012

Year	Export Value in \$Billions
2012	\$18.18
2011	\$16.77*
2010	\$14.75*
2009	\$12.44
2008	\$12.90
2007	\$11.17
2006	\$9.82
2005	\$9.37
2004	\$8.24
2003	\$7.50
2002	\$6.55

\*Note: the total export value for 2010 and 2011 was revised upward slightly from previously published totals due to availability of improved data on production.



Exports of almonds continued to be the top commodity from California, with a value of \$3.39 billion in foreign sales. Dairy and dairy products ranked second to almonds with a California total export value of \$1.31 billion, a one percent decrease over 2011.

The leading 57 export commodities accounted for \$15.77 billion, or 87 percent of total agricultural exports, while the remaining 13 percent of exports were associated with "other products and mixtures." Of the top 57 commodities, 30 experienced an increase in export value of 5 percent or greater.

California's share of total U. S. agricultural exports for 2012 was 12.9 percent or slightly more than the 12.3 percent share reported last year. California's top 10 export destinations—Canada, European Union, China/Hong Kong, Japan, Mexico, South Korea, India, United Arab Emirates, Turkey, and Taiwan, accounted for 69 percent of the 2012 export value. Export values to China and Taiwan grew 20 percent or more as compared to 2011.

## 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Data to compute agricultural exports are derived from official government sources, published industry sources, and unpublished information from the government and the industry.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. Due to the US budget sequestration in 2013 a final report of production quantities and values of non-citrus fruits and nuts was not released. Estimates of 2012 California exports of non-citrus fruit and nuts were calculated using preliminary crop data.

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 Product Export Values and Rankings, 2010-2012

2012 Rank	Product	2010	2011 \$1 Million	2012	Change in Value 2011 to 2012 (In Percent) <sup>1</sup>
1	Almonds	2,391.7	2,828.4	3,387.3	19.8
2	Dairy Products <sup>2</sup>	1,149.9	1,326.5	1,313.1	-1.0
3	Wine	1,007.8	1,226.2	1,273.2	3.8
4	Walnuts	819.5	1,060.4	1,112.1	4.9
5	Pistachios	719.6	777.8	1,073.3	38.0
6	Table Grapes	641.2	732.6	812.3	10.9
7	Rice	796.9	877.4	687.6	-21.6
8	Oranges and Products	566.4	666.1	664.4	-0.3
9	Tomatoes, Processed	492.4	573.9	574.3	0.1
10	Cotton	368.3	435.1	483.3	11.1
11	Strawberries	326.5	335.6	381.9	13.8
12	Raisins	327.4	399.2	380.3	-4.7
13	Beef and Products	293.5	365.6	373.6	2.2
14	Lettuce <sup>3</sup>	337.5	346.4	345.0	-0.4
15	Hay	208.4	203.5	304.8	49.8
16	Seeds for Sowing	295.9	325.9	303.2	-7.0
17	Dried Plums	173.6	174.0	176.8	1.6
18	Peaches and Nectarines	141.2	149.0	165.6	11.1
19	Raspberries and Blackberries <sup>4</sup>	116.0	136.6	151.1	10.6
20	Lemons	147.5	145.9	145.3	-0.4
21	Cherries	127.9	106.7	145.2	36.2
22	Broccoli <sup>2</sup>	130.0	105.1	124.4	18.4
23	Cauliflower	85.4	108.9	109.5	0.6
24	Carrots	111.7	115.1	104.9	-8.9
25	Flowers and Nursery	86.5	86.5	87.8	1.5
26	Onions	87.1	73.3	76.0	3.8
27	Spinach <sup>2</sup>	51.4	60.2	69.3	15.1
28	Celery	61.7	64.5	68.5	6.1
29	Plums	68.0	75.7	68.1	-10.1
30	Melons	55.8	58.9	57.4	-2.5
31	Tangerines and Mandarins	39.8	65.6	50.6	-22.9
32	Blueberries	26.3	35.1	47.0	33.8
33	Tomatoes, Fresh	59.1	42.4	46.4	9.5
34	Grape Juice	39.4	39.7	45.6	14.9
35	Wheat	41.7	42.3	44.1	4.4
36	Grapefruit <sup>2</sup>	35.2	29.0	38.8	33.6
37	Pears <sup>2</sup>	26.0	35.9	37.9	5.5
38	Dates	23.6	30.3	37.2	22.7
39	Avocados	28.1	22.5	36.8	63.6
40	Dry Beans <sup>2</sup>	18.7	19.1	35.4	85.2
41	Turkey	24.5	30.8	33.7	9.4
42	Garlic	29.2	35.6	30.9	-13.3
43	Potatoes	32.1	35.8	30.4	-15.2
44	Apples	19.7	24.8	29.1	17.4
45	Olives and Olive Oil <sup>5</sup>	15.3	21.1	26.5	25.4
46	Bell and Chili Peppers	29.8	27.1	24.8	-8.7
47	Sweet Potatoes	18.0	20.3	23.0	13.0
48	Figs	20.5	19.9	22.2	11.7
49	Asparagus	18.5	15.2	19.9	31.1
50	Kiwi	14.0	14.1	17.8	26.0
51	Apricots	13.5	16.7	17.4	4.3
52	Cottonseed and Byproducts	14.8	21.0	14.8	-29.6
53	Chicken	10.0	12.0	13.0	9.0

**California Agricultural Product Export Values and Rankings, 2010-2012**

2012 Rank	Product	2010	2011 \$1 Million	2012	Change in Value 2011 to 2012 (In Percent) <sup>1</sup>
54	Eggs <sup>3</sup>	4.9	8.0	8.7	9.3
55	Cabbage	4.4	6.0	6.0	-0.4
56	Artichokes	4.4	4.3	4.4	3.5
57	Mushrooms	4.4	3.4	2.8	-17.3
	<b>Total Principal Commodities<sup>6</sup></b>	<b>12,802</b>	<b>14,619</b>	<b>15,765</b>	<b>8</b>
	<b>Total Other Products and Mixtures<sup>2,7</sup></b>	<b>1,943</b>	<b>2,153</b>	<b>2,418</b>	<b>12</b>
	<b>Total All Agricultural Exports<sup>2,3</sup></b>	<b>14,745</b>	<b>16,772</b>	<b>18,182</b>	<b>8</b>

Source: University of California, Agricultural Issues Center.

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

<sup>2</sup> Export values for 2011 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>3</sup> Export values for 2010 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>4</sup> "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

<sup>5</sup> Product category "Olives and Olive Oil" is equal to the product category "Olives and Products" found in previous years' data tables.

<sup>6</sup> "Total Principal Commodity" values for 2010 and 2011 were revised based on updates to USDA NASS production data.

<sup>7</sup> "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.

California Share of U.S. Agricultural Exports by Category and Commodity, 2011 and 2012

Commodity	2011		2012		Change in California Share of U.S. Exports 2011 to 2012
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	\$1 Million		\$1 Million		Percent Change
<b>Animal Products</b>	<b>17,002</b>	<b>10.8</b>	<b>17,292</b>	<b>10.1</b>	<b>-6.6</b>
Dairy and Products <sup>1</sup>	4,625	30.7	4,474	29.4	-4.4
Beef and Products	7,269	5.0	7,326	5.1	2.0
Turkey	534	5.8	590	5.7	-0.9
Eggs <sup>2</sup>	434	1.8	342	2.5	38.8
Chicken	4,140	0.3	4,561	0.3	0.0
<b>Field Crops</b>	<b>25,361</b>	<b>11.4</b>	<b>28,409</b>	<b>10.2</b>	<b>-10.7</b>
Cotton	8,424	5.2	6,209	7.8	50.0
Tomatoes, Processed	606	94.7	612	93.8	-0.9
Rice	2,099	41.8	2,092	32.9	-21.4
Hay	963	21.1	1,224	24.9	17.8
Potatoes	221	16.2	205	14.9	-8.4
Wheat	11,281	3.4	16,282	2.7	-20.6
Sweet Potatoes	76	26.8	81	28.5	6.3
Cottonseed and Byproducts	229	9.2	186	8.0	-13.2
Dry Beans <sup>1</sup>	70	25.6	123	28.8	12.6
Seeds for Sowing	1,392	23.4	1,395	21.7	-7.1
<b>Fruits and Products</b>	<b>7,521</b>	<b>59.6</b>	<b>7,932</b>	<b>59.9</b>	<b>0.5</b>
Wine	1,226	93.7	1,273	93.5	-0.2
Table Grapes	733	100.0	812	100.0	0.0
Oranges and Products	1,358	49.1	1,275	52.4	6.7
Strawberries	410	82.0	441	86.6	5.6
Blueberries	283	12.0	313	15.0	25.0
Raisins	399	100.0	380	100.0	0.0
Dried Plums	174	100.0	177	100.0	0.0
Peaches and Nectarines	201	74.0	230	72.0	-2.7
Lemons	167	87.5	172	84.7	-3.2
Grapefruit <sup>1</sup>	243	15.6	214	18.2	16.2
Plums	76	95.7	71	96.5	0.8
Cherries	474	22.5	554	26.2	16.3
Melons	162	36.4	161	35.6	-2.2
Raspberries and Blackberries <sup>2</sup>	157	87.0	178	84.8	-2.5
Pears <sup>1</sup>	210	13.5	245	15.5	14.6
Grape Juice	86	46.0	96	47.3	2.7
Apples	963	2.6	1,120	2.6	0.0
Kiwi	14	100.0	18	100.0	0.0
Dates	30	100.0	37	100.0	0.0
Olives and Olive Oil <sup>3</sup>	21	100.0	26	100.0	0.0
Tangerines and Mandarins	72	91.6	56	89.7	-2.1
Figs	20	100.0	22	100.0	0.0
Apricots	17	84.9	20	86.4	1.7
Avocados	25	89.7	39	93.9	4.6
<b>Tree Nuts</b>	<b>4,667</b>	<b>100.0</b>	<b>5,573</b>	<b>100.0</b>	<b>0.0</b>
Almonds	2,828	100.0	3,387	100.0	0.0
Walnuts	1,060	100.0	1,112	100.0	0.0
Pistachios	778	100.0	1,073	100.0	0.0
<b>Vegetables</b>	<b>1,665</b>	<b>60.7</b>	<b>1,632</b>	<b>63.3</b>	<b>4.4</b>
Lettuce	465	74.4	454	76.1	2.2
Broccoli <sup>1</sup>	116	92.1	133	93.8	1.8
Carrots	133	86.4	120	87.2	0.8
Tomatoes, Fresh	185	22.9	152	30.5	33.3
Celery	78	82.7	79	86.3	4.4
Onions	254	28.9	255	29.8	3.0

California Share of U.S. Agricultural Exports by Category and Commodity, 2011 and 2012

Commodity	2011		2012		Change in California Share of U.S. Exports 2011 to 2012
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	\$1 Million		\$1 Million		Percent Change
Cauliflower	125	87.5	126	86.8	-0.8
Garlic	36	100.0	31	100.0	0.0
Spinach <sup>1</sup>	80	76.2	90	77.0	1.1
Peppers, Bell and Chili	87	31.0	81	30.6	-1.3
Cabbage	25	24.0	29	20.5	-14.4
Asparagus	32	47.1	40	50.0	6.2
Artichokes	4	100.0	4	100.0	0.0
Mushrooms	45	7.7	37	7.7	0.3
<b>Flowers and Nursery</b>	<b>376</b>	<b>23.0</b>	<b>378</b>	<b>23.2</b>	<b>0.8</b>
<b>Total Principal Commodities <sup>1</sup></b>	<b>56,591</b>	<b>26.5</b>	<b>61,215</b>	<b>26.3</b>	<b>-0.7</b>
<b>Total Other Products and Mixtures <sup>4</sup></b>	<b>79,769</b>	<b>2.7</b>	<b>79,791</b>	<b>3.0</b>	<b>12.3</b>
<b>Total US Agricultural Exports <sup>5</sup></b>	<b>136,360</b>	<b>12.3</b>	<b>141,342</b>	<b>12.9</b>	<b>4.6</b>

Source: University of California Agricultural Issues Center.

<sup>1</sup> Export values were revised for 2011 based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>2</sup> "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

<sup>3</sup> Product category "Olives and Olive Oil" is equal to the product category "Olives and Products" found in previous years' data tables.

<sup>4</sup> "Total "Other Products and Mixtures" is equal to "Total US Agricultural Exports" minus "Total Principal Commodity Exports."

<sup>5</sup> "Total US Agricultural Export" values come from USDA. USDA defines agriculture to include: live animals, meat, and products of livestock, poultry, and Dairy and 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 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."

**Major Destinations for California Agricultural Exports, 2011 and 2012 <sup>1,2</sup>**

*Percent of Total by Destination*

Commodities <sup>1</sup> and Destinations	Percent of Total by Destination		Commodities <sup>1</sup> and Destinations	Percent of Total by Destination		Commodities <sup>1</sup> and Destinations	Percent of Total by Destination	
	2011	2012		2011	2012		2011	2012
<b>Almonds (1)</b>	<b>2011</b>	<b>2012</b>	<b>Tomatoes, Processed (9)</b>	<b>2011</b>	<b>2012</b>	<b>Lemons (20)</b>	<b>2011</b>	<b>2012</b>
European Union	34	31	Canada	40	38	Canada	34	34
China/Hong Kong	16	19	European Union	8	13	Japan	32	31
India	10	9	Mexico	15	12	South Korea	<5	10
United Arab Em	7	6	Japan	<5	6	China/Hong Kong	8	7
Canada	6	5	Other destinations	34	31	European Union	6	5
Japan	5	5				Other destinations	21	13
Other destinations	23	25	<b>Cotton (10)</b>	<b>2011</b>	<b>2012</b>			
			China/Hong Kong	27	50	<b>Cherries (21)</b>	<b>2011</b>	<b>2012</b>
<b>Dairy and Products (2) <sup>4</sup></b>	<b>2011</b>	<b>2012</b>	Turkey	6	8	Canada	34	29
Mexico	25	27	India	8	6	China/Hong Kong	14	18
China/Hong Kong	8	9	South Korea	11	5	Japan	18	14
Philippines	5	6	Pakistan	4	5	South Korea	9	14
Japan	6	6	Other destinations	35	26	Taiwan	8	9
Canada	11	5				Other destinations	18	16
South Korea	<5	5	<b>Strawberries (11)</b>	<b>2011</b>	<b>2012</b>			
Other destinations	45	43	Canada	81	78	<b>Broccoli (22) <sup>4</sup></b>	<b>2011</b>	<b>2012</b>
			Japan	9	9	Canada	59	56
<b>Wine (3)</b>	<b>2011</b>	<b>2012</b>	Mexico	<5	5	Japan	31	31
European Union	36	36	Other destinations	6	8	Taiwan	9	10
Canada	26	29				Other destinations	1	3
China/Hong Kong	14	12	<b>Raisins (12)</b>	<b>2011</b>	<b>2012</b>			
Japan	8	8	European Union	33	30	<b>Cauliflower (23)</b>	<b>2011</b>	<b>2012</b>
Other destinations	15	14	Japan	12	14	Canada	75	66
			Canada	9	10	Japan	17	25
<b>Walnuts (4)</b>	<b>2011</b>	<b>2012</b>	China/Hong Kong	7	7	Taiwan	<5	5
European Union	30	24	Other destinations	38	39	Other destinations	8	4
China/Hong Kong	16	22						
South Korea	8	9	<b>Beef and Products (13) <sup>3</sup></b>	<b>2011</b>	<b>2012</b>	<b>Carrots (24)</b>	<b>2011</b>	<b>2012</b>
Japan	7	8	Japan	30	36	Canada	91	91
Canada	6	8	South Korea	27	24	Other destinations	9	9
Turkey	10	6	China/Hong Kong	19	22			
Other destinations	22	23	Vietnam	8	6	<b>Flowers and Nursery (25)</b>	<b>2011</b>	<b>2012</b>
			Taiwan	9	5	Mexico	39	42
<b>Pistachios (5)</b>	<b>2011</b>	<b>2012</b>	Other destinations	7	6	Canada	41	38
China/Hong Kong	35	44				EU-27	10	9
European Union	34	29	<b>Lettuce (14)</b>	<b>2011</b>	<b>2012</b>	Other destinations	10	11
Canada	8	6	Canada	92	88			
Other destinations	24	20	Other destinations	8	12	<b>Onions (26)</b>	<b>2011</b>	<b>2012</b>
						Canada	44	46
<b>Table Grapes (6)</b>	<b>2011</b>	<b>2012</b>	<b>Hay (15)</b>	<b>2011</b>	<b>2012</b>	Japan	17	11
Canada	28	28	Japan	52	49	European Union	8	8
China/Hong Kong	15	12	South South Korea	17	17	Mexico	6	7
Mexico	9	10	United Arab Emirates	17	16	Taiwan	<5	6
Australia	<5	6	China/Hong Kong	8	12	Australia	<5	5
Indonesia	5	5	Other destinations	6	7	Other destinations	16	17
Philippines	<5	5						
Other destinations	35	34	<b>Dried Plums (17)</b>	<b>2011</b>	<b>2012</b>	<b>Spinach (27) <sup>4</sup></b>	<b>2011</b>	<b>2012</b>
			European Union	33	35	Canada	99	99
<b>Rice (7)</b>	<b>2011</b>	<b>2012</b>	Japan	17	19	Other destinations	1	1
Japan	33	35	Canada	8	7			
Jordan	<5	10	China/Hong Kong	<5	8	<b>Celery (28)</b>	<b>2011</b>	<b>2012</b>
South Korea	14	7	Other destinations	31	34	Canada	79	72
Taiwan	<5	7				Japan	<5	8
Canada	<5	7	<b>Peaches and Nectarines (18)</b>	<b>2011</b>	<b>2012</b>	Taiwan	<5	6
Other destinations	41	32	Canada	49	49	Other destinations	21	14
			Mexico	25	26			
<b>Oranges and Products (8)</b>	<b>2011</b>	<b>2012</b>	Taiwan	12	13	<b>Plums (29)</b>	<b>2011</b>	<b>2012</b>
South South Korea	23	33	Other destinations	14	12	Canada	36	44
Canada	22	20				China/Hong Kong	21	17
Japan	14	16	<b>Raspberries and Blackberries (19) <sup>6</sup></b>	<b>2011</b>	<b>2012</b>	Mexico	17	16
China/Hong Kong	17	13	Canada	85	84	Taiwan	8	9
Other destinations	23	18	Japan	7	7	Other destinations	18	15
			European Union	<5	7			
			Other destinations	4	3			

**Major Destinations for California Agricultural Exports, 2011 and 2012 <sup>1,2</sup>**

*Percent of Total by Destination*

Commodities <sup>1</sup> and Destinations	Percent of Total by Destination		Commodities <sup>1</sup> and Destinations	Percent of Total by Destination		Commodities <sup>1</sup> and Destinations	Percent of Total by Destination	
	2011	2012		2011	2012		2011	2012
<b>Melons (30)</b>			<b>Dry Beans (40) <sup>4</sup></b>			<b>Kiwi (50)</b>		
Canada	82	86	European Union	37	30	Mexico	27	55
Japan	7	6	Mexico	<5	15	Canada	56	22
Other destinations	11	8	Canada	11	10	Japan	<5	17
			Japan	15	8	Other destinations	18	6
<b>Tangerines and Mandarins (31)</b>			Turkey	<5	7			
Canada	46	51	India	6	7	<b>Apricots (51)</b>		
Japan	34	30	Other destinations	31	23	Canada	65	66
European Union	<5	11				Japan	8	12
Other destinations	16	8	<b>Garlic (42)</b>			Mexico	8	11
			Canada	30	33	Other destinations	19	11
<b>Blueberries (32)</b>			European Union	10	16			
Canada	68	64	Mexico	14	12	<b>Cottonseed and Byproducts (52)</b>		
Japan	19	17	Japan	6	8	Mexico	31	59
China/Hong Kong	<5	9	Australia	10	6	Canada	12	12
Other destinations	13	10	Other destinations	29	25	China/Hong Kong	31	10
						Saudi Arabia	<5	6
<b>Tomatoes, Fresh (33)</b>			<b>Potatoes (43)</b>			South Korea	6	<5
Canada	82	82	Canada	62	52	Other destinations	19	13
Mexico	17	15	Mexico	18	18			
Other destinations	1	3	Other destinations	20	30	<b>Cabbage (55)</b>		
						Canada	86	77
<b>Grape Juice (34)</b>			<b>Olives and Olive Oil (45) <sup>5</sup></b>			Taiwan	<5	7
Canada	65	55	Canada	43	46	Barbados	<5	6
South Korea	11	26	Japan	14	12	Mexico	7	5
Japan	5	5	Mexico	6	11	Other destinations	7	5
Other destinations	19	13	Other destinations	37	30			
						<b>Artichokes (56)</b>		
<b>Grapefruit (36) <sup>4</sup></b>			<b>Peppers, Bell and Chili (46)</b>			Canada	85	81
Japan	46	48	Canada	96	95	Mexico	14	14
European Union	29	25	Other destinations	4	5	Other destinations	1	5
Canada	14	17						
Other destinations	11	10	<b>Sweet Potatoes (47)</b>					
			European Union	44	52			
<b>Pears (37) <sup>4</sup></b>			Canada	54	47			
Canada	68	62	Other destinations	2	1			
Mexico	13	18						
Other destinations	19	20	<b>Figs (48)</b>					
			Canada	49	41			
<b>Dates (38)</b>			Mexico	29	38			
Australia	28	35	Japan	11	10			
Canada	34	31	China/Hong Kong	9	7			
EU-27	17	12	Other destinations	2	3			
Indonesia	<5	7						
Other destinations	21	14	<b>Asparagus (49)</b>					
			Canada	50	43			
<b>Avocado (39)</b>			Japan	26	25			
Canada	70	52	Switzerland	13	12			
Japan	23	38	EU-27	10	8			
Other destinations	8	10	Australia	<5	6			
			Other destinations	<5	6			

Source: University of California Agricultural Issues Center.

<sup>1</sup> This table shows destinations that receive shares of total exports greater than or equal to 5 percent of each commodity in either 2011 or 2012 for which reliable data are available. The numbers in parentheses correspond to the 2012 ranking in Table 1 "Agricultural Commodity Export Values and Rankings, 2010-2012."

<sup>2</sup> Accurate export destination data are only available for 50 of the top 57 commodities. The commodities where export destinations are not included are apples, chickens, eggs, mushrooms, seeds for sowing, turkey and wheat.

<sup>3</sup> "Hides and Skins" are included in the heading "Beef and Products."

<sup>4</sup> Values were revised for 2011 based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>5</sup> Product category "Olives and Olive Oil" is equal to the product category "Olives and Products" found in previous years' data tables.

<sup>6</sup> "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.



**Major California Agricultural Exports to the Top 15 Destinations, 2011 and 2012**

Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012	Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012
	2011	2012			2011	2012	
<b>1- Canada</b>	<b>3,049.0</b>	<b>3,148.6</b>	<b>3</b>	<b>2- European Union (EU-27)</b>	<b>2,412.2</b>	<b>2,511.3</b>	<b>4</b>
Wine	323.5	364.5	13	Almonds	961.1	1,048.2	9
Lettuce	318.5	302.2	-5	Wine	444.1	463.8	4
Strawberries	272.2	297.8	9	Pistachios	264.7	313.8	19
Table Grapes	206.2	229.3	11	Walnuts	322.3	270.4	-16
Tomatoes, Processed	226.8	220.7	-3	Raisins	132.8	113.6	-14
Almonds	155.5	175.2	13	Tomatoes, Processed	43.4	72.7	68
Oranges and Products	148.5	132.7	-11	Dried Plums	58.3	61.0	5
Raspberries and Blackberries <sup>3</sup>	116.8	126.4	8	Rice	28.5	27.2	-5
Carrots	105.2	95.9	-9	Cotton	18.7	14.1	-24
Walnuts	66.6	83.7	26	Dairy Products <sup>2</sup>	25.9	11.9	-54
Peaches & Nectarines	73.1	80.9	11	Sweet Potatoes	9.0	11.9	33
Cauliflower	81.8	72.3	-12	Dry Beans <sup>2</sup>	6.5	10.6	62
Broccoli <sup>2</sup>	62.5	70.1	12	Raspberries and Blackberries <sup>3</sup>	5.4	10.1	86
Spinach <sup>2</sup>	60.5	68.6	13	Grapefruit <sup>2</sup>	10.9	9.6	-12
Pistachios	59.1	68.5	16	Table Grapes	7.1	9.1	28
Dairy products <sup>2</sup>	70.7	66.2	-6	Flowers and Nursery	8.5	8.1	-5
Celery	51.3	49.6	-3	Lemons	8.2	6.9	-15
Melons	48.5	49.5	2	Cherries	5.8	6.4	10
Rice	52.0	49.4	-5	Onions	6.0	6.2	4
Lemons	48.8	49.2	1	Strawberries	6.1	5.8	-4
Cherries	36.7	42.2	15	Tangerines and Mandarins	5.8	5.5	-5
Tomatoes, Fresh	34.7	38.1	10	Garlic	3.7	5.1	37
Raisins	36.7	36.4	-1	Dates	5.1	4.6	-10
Onions	32.0	35.0	10	Oranges and Products	8.7	3.7	-58
Flowers and Nursery	35.3	33.4	-5				
Blueberries	23.9	30.2	26	<b>3- China/Hong Kong</b>	<b>1,722.4</b>	<b>2,341.0</b>	<b>36</b>
Plums	27.5	29.8	8	Almonds	448.0	648.9	45
Tangerines and Mandarins	30.4	25.7	-16	Pistachios	268.6	475.9	77
Grape Juice	25.9	25.1	-3	Walnuts	168.4	246.1	46
Peppers, Bell and Chili	25.9	23.5	-9	Cotton	118.3	243.5	106
Pears <sup>2</sup>	19.3	23.4	21	Wine	172.0	159.6	-7
Avocados	15.6	19.0	21	Dairy Products <sup>2</sup>	109.9	121.4	10
Potatoes	22.1	15.7	-29	Table Grapes	110.8	100.6	-9
Dried Plums	13.4	13.1	-2	Oranges and Products	115.5	91.5	-21
Olives and Olive Oil	9.1	12.3	35	Beef and Products <sup>4</sup>	69.7	83.2	19
Apricots	9.6	11.6	21	Hay	17.3	35.9	108
Dates	10.3	11.5	12	Raisins	29.2	28.4	-3
Sweet Potatoes	11.1	10.8	-2	Cherries	14.8	26.4	78
Garlic	10.8	10.1	-6	Dried Plums	14.9	14.9	0
Figs	9.7	9.2	-5	Plums	16.0	11.9	-25
Asparagus	7.6	8.5	11	Lemons	10.9	11.0	1
Grapefruit <sup>2</sup>	5.5	6.6	20	Rice	2.9	7.2	146
Cabbage	5.1	4.6	-10	Tomatoes, Processed	6.2	5.8	-7
Kiwi	3.7	3.9	5	Blueberries	2.1	4.1	101
Artichokes	3.7	3.6	-2	Peaches and Nectarines	3.2	3.8	19
Dry Beans <sup>2</sup>	2.0	3.4	69	Celery	2.6	3.5	34
Beef and products <sup>4</sup>	2.1	3.3	59	Strawberries	2.7	3.5	30
Hay	1.3	2.3	71	Lettuce	1.6	2.2	38

Major California Agricultural Exports to the Top 15 Destinations, 2011 and 2012

Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012	Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012
	2011	2012			2011	2012	
<b>4- Japan</b>	<b>1,415.2</b>	<b>1,532.2</b>	<b>8</b>	<b>5- Mexico</b>	<b>830.6</b>	<b>888.9</b>	<b>7</b>
Rice	292.3	242.2	-17	Dairy Products <sup>2</sup>	357.7	348.2	-3
Almonds	134.9	165.5	23	Table Grapes	66.1	77.5	17
Hay	105.6	149.0	41	Tomatoes, Processed	83.5	69.7	-17
Beef and Products <sup>4</sup>	111.0	133.4	20	Almonds	27.6	47.4	72
Oranges and Products	93.4	109.4	17	Peaches and Nectarines	37.1	43.2	16
Wine	100.0	104.9	5	Flowers and Nursery	33.9	37.0	9
Walnuts	78.5	88.8	13	Walnuts	32.2	34.8	8
Dairy Products <sup>2</sup>	85.7	78.3	-9	Pistachios	19.6	24.5	25
Raisins	49.5	53.9	9	Strawberries	15.1	19.1	26
Lemons	46.7	45.7	-2	Rice	15.2	17.5	15
Broccoli	33.1	39.1	18	Cotton	19.5	16.4	-16
Dried Plums	30.3	33.8	11	Raisins	13.3	12.9	-3
Strawberries	29.2	33.1	13	Plums	12.6	10.7	-15
Tomatoes, Processed	25.0	32.5	30	Oranges and Products	5.1	10.2	98
Cauliflower	19.0	27.8	47	Lettuce	5.4	10.1	89
Table Grapes	20.4	27.4	35	Kiwi	7.9	9.7	24
Cherries	19.0	20.8	9	Wine	8.3	9.6	16
Pistachios	18.0	19.4	8	Cottonseed	6.6	8.8	33
Grapefruit	17.7	18.6	5	Figs	5.8	8.5	46
Tangerines and Mandarins	22.3	15.1	-32	Beef and Products <sup>4</sup>	11.0	7.2	-34
Avocados	5.1	14.1	176	Tomatoes, Fresh	7.1	7.0	-1
Raspberries and Blackberries <sup>3</sup>	9.4	10.7	14	Pears <sup>2</sup>	3.6	6.9	92
Onions	12.4	8.2	-33	Onions	4.5	5.5	23
Blueberries	6.7	7.8	17	Potatoes	6.4	5.4	-16
Cotton	19.4	7.6	-61	Dry Beans <sup>2</sup>	0.2	5.3	3,240
Celery	3.1	5.3	69	Garlic	4.9	3.6	-26
Asparagus	4.0	5.1	26	Dried Plums	2.2	3.5	59
Lettuce	2.8	4.7	67	Carrots	3.1	3.4	9
Melons	3.9	3.7	-5	Olives and Olive Oil	1.2	3.0	155
Olives and Olive Oil	3.0	3.2	7	Cherries	1.8	2.5	38
Kiwi	1.0	3.0	197	Melons	4.5	2.4	-47
Dry Beans <sup>2</sup>	2.7	2.8	3	Cauliflower	3.1	2.2	-30
Garlic	2.3	2.6	14	Apricots	1.4	2.0	38
Grape Juice	2.2	2.3	8				
Figs	2.2	2.2	1	<b>6- South Korea</b>	<b>781.4</b>	<b>869.1</b>	<b>11</b>
Flowers and Nursery	2.3	2.1	-10	Oranges and Products	153.0	217.3	42
Apricots	1.3	2.0	55	Almonds	84.3	130.0	54
				Walnuts	84.2	102.9	22
				Beef and Products <sup>4</sup>	97.4	90.8	-7
				Dairy Products <sup>2</sup>	66.7	62.9	-6
				Rice	123.9	50.9	-59
				Hay	34.4	50.4	47
				Cotton	46.1	26.0	-43
				Cherries	9.3	20.0	115
				Table Grapes	13.8	16.4	19
				Tomatoes, Processed	12.1	15.2	26
				Lemons	8.6	14.6	69
				Wine	9.9	14.5	48
				Raisins	10.0	12.2	22
				Grape Juice	4.3	12.0	182
				Pistachios	7.2	7.5	3
				Lettuce	1.1	5.4	376
				Strawberries	2.4	4.4	84
				Dried Plums	4.8	4.1	-14

**Major California Agricultural Exports to the Top 15 Destinations, 2011 and 2012**

Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012	Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012
	2011	2012			2011	2012	
<b>7- India</b>	<b>359.8</b>	<b>373.6</b>	<b>4</b>	<b>11- Australia</b>	<b>248.1</b>	<b>265.3</b>	<b>7</b>
Almonds	289.2	314.1	9	Table Grapes	34.8	48.7	40
Cotton	36.8	26.8	-27	Walnuts	29.0	43.7	50
Pistachios	8.4	9.9	19	Dairy Products <sup>2</sup>	26.2	27.7	6
Table Grapes	5.2	5.6	6	Pistachios	23.9	26.4	10
Oranges and Products	9.5	4.0	-58	Oranges and Products	26.9	19.4	-28
Dairy Products <sup>2</sup>	4.9	3.9	-20	Almonds	9.4	17.0	81
Dry Beans <sup>2</sup>	0.0	2.5	5,765	Raisins	25.3	13.1	-48
				Dates	8.4	12.9	54
<b>8- United Arab Emirates</b>	<b>341.1</b>	<b>331.7</b>	<b>-3</b>	Rice	11.3	12.2	9
Almonds	201.7	187.7	-7	Tomatoes, Processed	18.0	11.5	-36
Hay	34.5	48.4	41	Cherries	5.5	6.4	15
Walnuts	40.6	22.7	-44	Lemons	5.6	6.3	11
Pistachios	10.1	18.1	79	Dried Plums	7.0	5.7	-18
Tomatoes, Processed	18.1	16.7	-8	Onions	3.6	3.4	-5
Dairy Products <sup>2</sup>	4.9	8.5	75	Wine	3.0	3.2	7
Table Grapes	5.8	7.4	29	Tangerines and Mandarins	4.1	2.0	-51
Strawberries	2.5	6.6	165				
Wine	2.8	4.8	71	<b>12- Vietnam</b>	<b>196.6</b>	<b>187.2</b>	<b>-5</b>
Rice	4.6	3.3	-28	Almonds	33.1	44.3	34
Oranges and Products	10.7	2.6	-75	Dairy Products <sup>2</sup>	56.1	36.8	-34
				Walnuts	11.1	26.8	142
<b>9- Turkey</b>	<b>320.9</b>	<b>309.4</b>	<b>-4</b>	Beef and Products <sup>4</sup>	29.1	23.5	-19
Almonds	99.3	149.5	51	Table Grapes	16.1	17.8	10
Walnuts	109.5	69.3	-37	Wine	28.4	17.0	-40
Cotton	36.1	37.2	3	Cotton	15.4	9.9	-36
Rice	20.7	28.9	40	Raisins	4.3	4.9	15
Pistachios	15.1	11.1	-26	Dried Plums	0.4	2.4	450
Tomatoes, Processed	36.4	8.1	-78				
Dry Beans <sup>2</sup>	0.0	2.5	25	<b>13- Philippines</b>	<b>132.2</b>	<b>153.9</b>	<b>16</b>
				Dairy Products <sup>2</sup>	74.5	81.7	10
<b>10- Taiwan</b>	<b>248.9</b>	<b>308.5</b>	<b>24</b>	Table Grapes	27.5	38.4	40
Rice	18.3	50.4	175	Wine	7.4	7.4	1
Almonds	29.0	34.8	20	Raisins	5.4	6.2	14
Walnuts	17.5	23.6	35	Oranges and Products	5.7	4.9	-15
Table Grapes	17.1	21.5	26	Beef and Products <sup>4</sup>	2.5	3.4	38
Peaches and Nectarines	17.8	20.9	17				
Beef and Products <sup>4</sup>	31.2	20.1	-36				
Dairy Products <sup>2</sup>	14.2	13.9	-2				
Cherries	8.0	13.2	64				
Raisins	12.5	13.1	5				
Lettuce	11.4	12.7	11				
Broccoli <sup>2</sup>	9.3	12.1	30				
Wine	10.1	11.5	14				
Hay	7.6	10.8	43				
Cotton	10.1	10.8	7				
Oranges and Products	7.0	6.7	-4				
Plums	6.1	6.0	-1				
Cauliflower	4.5	5.0	10				
Onions	3.4	4.7	39				
Celery	3.1	4.3	40				
Tomatoes, Processed	2.8	2.7	-4				
Dried Plums	2.1	2.1	0				

**Major California Agricultural Exports to the Top 15 Destinations, 2011 and 2012**

Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012	Destination by Rank	Approximate Export Value Million Dollars <sup>1</sup>		Percent Change 2011/2012
	2011	2012			2011	2012	
<b>14- Malaysia</b>	<b>147.7</b>	<b>147.7</b>	<b>0</b>	<b>15- Russia</b>	<b>121.3</b>	<b>144.7</b>	<b>19</b>
Dairy Products <sup>2</sup>	41.9	37.9	-10	Almonds	76.2	102.4	34
Table Grapes	19.7	26.5	34	Pistachios	11.0	17.4	58
Oranges and Products	26.8	23.9	-11	Rice	4.2	5.8	41
Raisins	13.7	15.8	16	Dried Plums	10.2	5.8	-43
Almonds	13.7	12.6	-8	Wine	9.3	5.1	-45
Dried Plums	5.9	5.8	-1				
Tomatoes, Processed	3.1	4.4	45				
Wine	3.1	3.4	10				
Pistachios	4.0	3.1	-22				
Cotton	4.9	2.3	-53				
Walnuts	3.0	2.2	-25				

Source: University of California Agricultural Issues Center.

<sup>1</sup> 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.

<sup>2</sup> Values were revised for 2011 based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>3</sup> "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

<sup>4</sup> "Hides and Skins" are included in the heading "Beef and Products."

<sup>5</sup> In 2012 Russia replaced Indonesia in the top 15 export destinations.

## Major California Agricultural Exports to the European Union, 2011 and 2012

(Approximate Export Value, Millions)

Rank	EU-27 Member <sup>1</sup>	Almonds	Wine	Pistachios	Walnuts	Raisins	Other Commodities <sup>2</sup>	Total <sup>3</sup>
<b>2012</b>								
1	Germany	263	52	38	95	26	56	531
2	Spain	310	1	22	77	1	13	425
3	United Kingdom	70	215	11	13	34	52	394
4	Netherlands	95	14	81	23	10	51	274
5	Italy	93	37	17	50	<1	59	257
6	Belgium	47	34	76	6	2	11	175
7	France	66	40	28	<1	<1	15	150
8	Sweden	21	18	3	4	22	12	80
9	Denmark	20	20	0	0	8	4	53
10	Luxembourg	0	<1	29	0	0	0	29
	Other EU Members <sup>4</sup>	64	32	10	3	9	0	145
	<b>Total <sup>3</sup></b>	<b>1,048</b>	<b>464</b>	<b>314</b>	<b>270</b>	<b>114</b>	<b>302</b>	<b>2,511</b>
<b>2011</b>								
1	Germany	225	50	34	106	33	58	506
2	United Kingdom	305	1	11	90	2	10	419
3	Spain	49	219	12	20	45	47	392
4	Italy	93	16	59	30	10	56	264
5	Netherlands	93	46	22	58	0	43	261
6	Belgium	41	18	66	7	4	17	154
7	France	56	25	28	1	1	16	127
8	Sweden	15	13	1	4	16	11	61
9	Denmark	17	21	0	0	12	9	59
10	Greece	20	<1	2	1	0	2	26
	Other EU Members <sup>4</sup>	47	34	29	5	10	19	143
	<b>Total <sup>3</sup></b>	<b>961</b>	<b>444</b>	<b>265</b>	<b>322</b>	<b>133</b>	<b>287</b>	<b>2,412</b>

Source: University of California Agricultural Issues Center.

<sup>1</sup> The EU-27 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.

<sup>2</sup> "Other Commodities" are those that individually account for less than \$100 million in export value to the EU.

<sup>3</sup> Accurate export destination data is only available for 50 of the top 57 commodities. The commodities where export destinations are not included are apples, chickens, eggs, mushrooms, seeds for sowing, turkey and wheat. Totals may not equal due to rounding.

<sup>4</sup> The other 17 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 just over 5 percent of California agricultural exports to the EU.

**Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2011 and 2012**

*(Export volumes in farm weight basis)*

Commodity	Unit	2011			2012		
		Quantity Exported <sup>1</sup>	Quantity Produced	Ratio of Quantity Exported to Quantity Produced	Quantity Exported <sup>1</sup>	Quantity Produced	Ratio of Quantity Exported to Quantity Produced
		<i>Farm-gate Units</i>	<i>1,000 Farm-Gate Units</i>	<i>Percentage</i>	<i>1,000 Farm-Gate Units</i>	<i>Percentage</i>	
Almonds	cwt.	12,513	19,500	0.64	13,447	20,000	0.67
Apples	cwt.	795	2,700	0.29	797	3,000	0.27
Apricots	short tons	7	63	0.11	11	54	0.20
Artichokes	cwt.	52	962	0.05	59	1,131	0.05
Asparagus	cwt.	4	384	0.01	5	368	0.01
Avocados	short tons	7	195	0.04	14	123	0.12
Beef and Products	liveweight cwt.	2,025	20,941	0.10	1,793	21,949	0.08
Blueberries	cwt.	172	421	0.41	184	409	0.45
Broccoli <sup>2</sup>	cwt.	2,253	17,213	0.13	2,803	19,436	0.14
Cabbage	cwt.	164	5,100	0.03	185	4,370	0.04
Carrots	cwt.	2,078	19,458	0.11	2,073	19,576	0.11
Cauliflower	cwt.	2,491	5,940	0.42	2,849	5,760	0.49
Celery	cwt.	2,163	18,480	0.12	2,454	18,630	0.13
Cherries	short tons	27	66	0.40	40	89	0.45
Cotton	bales	732	1,341	0.55	846	1,220	0.69
Cottonseed and Byproducts	short tons	61	565	0.11	65	515	0.13
Dairy and Products <sup>2,3,4</sup>	1,000-cwt.	99	415	0.24	96	418	0.23
Dates	short tons	5	28	0.19	5	31	0.17
Dried Plums	short tons	243	421	0.58	243	395	0.62
Dry Beans <sup>2</sup>	cwt.	469	1,083	0.43	911	1,304	0.70
Eggs	100-dozens	79	4,406	0.02	95	4,543	0.02
Figs	short tons	17	39	0.43	19	39	0.49
Garlic	cwt.	769	4,080	0.19	696	4,250	0.16
Grapefruit <sup>2</sup>	short tons	76	160	0.48	93	160	0.58
Grapes, All <sup>5</sup>	short tons	1,896	6,682	0.28	1,806	6,678	0.27
Hay	short tons	840	6,072	0.14	1,144	6,555	0.17
Kiwi	short tons	9	37	0.24	11	27	0.42
Lemons	76lb boxes	3,019	21,579	0.14	3,097	21,105	0.15
Lettuce	cwt.	5,550	69,013	0.08	5,869	63,599	0.09
Melons	cwt.	2,290	19,740	0.12	2,011	19,420	0.10
Olives and Olive Oil <sup>6</sup>	short tons	32	71	0.46	43	160	0.27
Onions	cwt.	3,837	19,453	0.20	3,012	19,633	0.15
Oranges and Products	short tons	1,107	2,320	0.48	891	2,260	0.39
Peaches and Nectarines	cwt.	2,226	19,780	0.11	2,144	17,860	0.12
Pears <sup>2</sup>	short tons	31	252	0.12	31	215	0.14
Peppers, Bell and Chili	cwt.	408	11,173	0.04	375	13,050	0.03
Pistachios	cwt., in shell	3,064	4,440	0.69	3,966	5,510	0.72
Plums	short tons	64	160	0.40	52	115	0.45
Potatoes	cwt.	1,656	15,232	0.11	1,510	15,912	0.09
Raspberries and Blackberries <sup>7</sup>	cwt.	513	1,080	0.48	509	972	0.52
Rice	cwt.	22,957	44,327	0.52	20,955	44,328	0.47
Spinach <sup>2</sup>	cwt.	500	5,970	0.08	556	4,911	0.11
Strawberries	cwt.	2,716	25,750	0.11	3,133	27,637	0.11
Sweet Potatoes	cwt.	618	5,824	0.11	702	6,174	0.11
Tangerines and Mandarins	short tons	56	432	0.13	38	520	0.07
Tomatoes, Fresh	cwt.	473	11,360	0.04	598	9,765	0.06
Tomatoes, Processed	short tons	2,949	11,941	0.25	2,912	12,640	0.23
Turkey	liveweight cwt.	201	4,215	0.05	186	4,309	0.04
Walnuts	short tons	292	461	0.63	271	470	0.58
Wheat	bushels	9,535	48,235	0.20	4,287	40,525	0.11
<b>Weighted Average <sup>8</sup></b>				<b>0.25</b>			<b>0.26</b>

Source: University of California Agricultural Issues Center.

<sup>1</sup> Export quantities of processed goods were converted to farm fresh quantities using conversion factors published by USDA ERS (<http://www.ers.usda.gov/publications/ah697/>) or annual conversion factors published by USDA NASS in annual crop summaries.

<sup>2</sup> Values for 2011 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

<sup>3</sup> Farm quantity exported for "Dairy and Products" 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.

<sup>4</sup> There is no addition for the farm quantity of milk allocated to whey exports because whey is a by-product from cheese production. Other "Dairy and 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.

<sup>5</sup> "Grapes, All" includes grape juice, raisins, table grapes, and wine.

<sup>6</sup> Product category "Olives and Olive Oil" is equal to the product category "Olives and Products" found in previous years' data tables.

<sup>7</sup> "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

<sup>8</sup> 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 on export quantity is not available.