



California Agricultural Exports

2017-2018



California Agricultural Exports

In 2017 California's agricultural exports totaled \$20.56 billion in value, representing an increase of 2.2 percent compared to the previous year. As indicated in the table below, California's agricultural exports have grown substantially over the past 10 years, despite slight contractions in 2009, 2015 and 2016.

California's top valued agricultural export commodity continues to be almonds, with a value of nearly \$4.5 billion in foreign sales in 2017. This figure, however, remained relatively flat compared to the previous year's figure. California dairy and dairy products recorded an export value of \$1.6 billion in 2017, ranking in second place and surpassing pistachios, which achieved 32.7 percent growth over the prior year with an export value of \$1.52 billion.

The principal 57 export commodities accounted for \$17.86 billion in export value in 2017, or 86.8 percent of the total value of California's agricultural exports; the remaining 13.2 percent of exports were associated with "Other Products and Mixtures". Of the top 57 commodities exported, 21 showed an increase in export value of 5 percent or more, compared to the previous year, while 12 experienced a decrease in export value of 5 percent or more.

California's share of total U.S. agricultural exports for 2017 was 14.9 percent, which is about the same as the share realized last year. California's top 10 export destinations – the European Union, Canada, China/Hong Kong, Japan, Mexico, Korea, India, United Arab Emirates, Turkey, and Vietnam – accounted for 70.0 percent of the 2017 export value. India showed the largest growth in total export value with a 32.5 percent increase compared to the previous year.

Methodology

Data to compute agricultural exports are derived from official government sources, published industry sources, and unpublished information from the government and the industry.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

Production quantities and values are from various National Agricultural Statistics Service (NASS), Economic Research Service (ERS), and Agricultural Marketing Service (AMS) publications. A share of the raw data provided in these USDA service publications are released

California Agricultural Export Values, 2007-2017

Year	Export Value
	\$1 Billion
2017	\$20.56
2016	\$20.12
2015	\$20.81
2014	\$21.55
2013	\$21.55
2012	\$18.77
2011	\$17.23
2010	\$14.75
2009	\$12.44
2008	\$12.90
2007	\$11.21

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.

AIC exports estimates use different methods from other sources, such as ERS. The ERS estimates are based on a state's national share of production of the exported commodity. The ERS method assumes that, for any particular commodity, a state's share of U.S. production equals that state's share of U.S. exports. Other sources use geographic port data, without direct links to where the product originated. The AIC export figures correspond to commodities that have been produced on farms and ranches within

California. Products originated in another state and exported via California ports are not included in these statistics.

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



California Agricultural Products Export Values and Rankings, 2015-2017

2017 Rank	Product	2015	2016	2017	Change in Value 2016 to 2017
		\$1 Million			(In Percent) ¹
1	Almonds ²	5,143	4,497	4,483	-0.3
2	Dairy and Products ²	1,633	1,416	1,599	12.9
3	Pistachios ²	848	1,145	1,518	32.7
4	Wine	1,480	1,493	1,401	-6.2
5	Walnuts ²	1,485	1,342	1,370	2.0
6	Table Grapes ²	766	799	795	-0.5
7	Oranges and Products ²	587	677	677	-0.1
8	Tomatoes, Processed	814	743	645	-13.2
9	Rice ²	751	714	637	-10.7
10	Strawberries	390	404	415	2.7
11	Cotton	229	324	377	16.3
12	Beef and Products ³	309	312	375	20.0
13	Hay ^{2,4}	343	369	345	-6.5
14	Seeds for Sowing ²	340	358	344	-3.9
15	Lettuce ²	315	291	315	8.2
16	Raisins	335	322	307	-4.5
17	Lemons ²	238	218	219	0.1
18	Cherries	94	81	160	99.2
19	Dried Plums	182	163	140	-14.6
20	Raspberries and Blackberries ^{2,5}	149	129	130	1.2
21	Cauliflower ²	117	118	127	7.6
22	Peaches and Nectarines	139	131	125	-4.3
23	Flowers and Nursery ²	86	98	117	20.0
24	Carrots ^{2,4}	101	97	93	-4.1
25	Spinach ²	92	92	92	-0.5
26	Broccoli	114	109	90	-17.7
27	Celery ²	81	78	78	0.0
28	Onions ^{2,4}	82	78	75	-3.0
29	Plums	56	58	68	16.3
30	Melons ²	60	59	64	9.9
31	Dates	50	53	54	1.7
32	Tangerines and Mandarins	57	51	49	-4.3
33	Pears	39	37	42	14.2
34	Tomatoes, Fresh	48	41	41	-0.7
35	Blueberries	50	43	40	-8.3
36	Olives and Olive Oil	36	38	40	4.9
37	Garlic	33	47	38	-19.8
38	Sweet Potatoes	30	36	37	2.4
39	Grapefruit ²	32	34	34	0.4
40	Potatoes	28	32	32	0.6
41	Grape Juice	30	27	29	8.0
42	Bell and Chili Peppers	27	26	26	-0.4
43	Kiwi	13	16	25	55.4
44	Avocados ²	25	29	24	-16.8
45	Apples	22	19	21	7.4
46	Apricots	14	16	19	15.3
47	Turkey	22	19	18	-4.6

California Agricultural Products Export Values and Rankings, 2015-2017

2017 Rank	Product	2015	2016	2017	Change in Value 2016 to 2017 (In Percent) ¹
		\$1 Million			
48	Figs	17	15	16	10.3
49	Dry Beans	24	22	16	-27.7
50	Cabbage ²	12	13	15	17.4
51	Asparagus	9	17	14	-16.7
52	Wheat	25	11	11	2.7
53	Chickens	11	10	11	6.8
54	Cottonseed and Byproducts ²	5	6	9	34.9
55	Eggs	5	4	7	63.8
56	Mushrooms	5	4	4	-10.7
57	Artichokes	3	3	4	7.6
	Total Principal Commodities⁶	18,028	17,386	17,855	2.7
	Total Other Products and Mixtures⁷	2,778	2,732	2,706	-0.9
	Total All Agricultural Exports⁸	20,806	20,117	20,561	2.2

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

² Export values for 2016 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

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

⁴ Export values for 2015 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

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

⁶ "Total Principal Commodity" values for 2015 and 2016 were revised based on updates to U.S. Department of Agriculture/National Agricultural Statistics Service production data.

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

⁸ "Total All Agricultural Export" values for 2015 and 2016 were revised based on updates to U.S. Department of Agriculture/National Agricultural Statistics Service production data.

Source: University of California, Agricultural Issues Center.



California Share of U.S. Agricultural Exports by Category and Commodity, 2016 and 2017

Commodity	2016		2017		Change in California Share of U.S. Exports 2016 to 2017
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Animal Products	15,811	11.1	17,901	11.2	1.0
Dairy and Products	4,436	31.8	5,036	31.8	-0.3
Beef and Products ¹	7,471	4.2	8,626	4.3	4.0
Turkey	443	4.3	429	4.3	-1.4
Eggs	445	1.0	425	1.6	71.6
Chicken	3,015	0.3	3,385	0.3	-4.9
Field Crops	11,246	22.9	13,576	18.1	-21.2
Cotton	3,959	8.2	5,828	6.5	-21.1
Cottonseed and Byproducts	120	4.9	179	4.8	-1.2
Dry Beans	140	15.8	202	7.9	-50.0
Hay	1,251	26.8	1,463	23.6	-12.0
Potatoes	203	15.5	240	13.3	-14.1
Rice	1,930	37.1	1,741	36.6	-1.3
Seeds for Sowing	1,599	22.1	1,753	19.6	-11.1
Sweet Potatoes	171	21.3	183	20.4	-4.1
Tomatoes, Processed	787	94.4	694	93.0	-1.6
Wheat	1,086	1.0	1,294	0.8	-13.8
Fruits and Products	7,770	63.1	7,668	63.8	1.1
Apples	981	1.9	1,037	2.0	1.6
Apricots	18	90.5	22	84.9	-6.2
Avocados	34	87.4	29	83.6	-4.4
Blueberries	278	15.6	253	15.7	0.5
Cherries	512	15.8	662	24.3	53.4
Dates	53	100.0	54	100.0	0.0
Dried Plums	163	100.0	140	100.0	0.0
Figs	15	100.0	16	100.0	0.0
Grape Juice	68	38.7	76	37.6	-2.8
Grapefruit	140	23.0	117	29.3	27.5
Kiwi	16	100.0	25	100.0	0.0
Lemons	256	85.2	241	90.8	6.6
Melons	152	38.2	159	40.5	6.0
Olives and Olive Oil ²	38	100.0	40	100.0	0.0
Oranges and Products	1,179	57.4	1,059	63.9	11.3
Peaches and Nectarines	184	71.1	164	76.3	7.3
Pears	196	18.9	187	22.6	19.9
Plums	59	98.3	69	98.5	0.1
Raisins	322	100.0	307	100.0	0.0
Raspberries and Blackberries ³	157	82.9	159	82.2	-0.9
Strawberries	458	88.2	472	87.9	-0.4
Table Grapes	800	100.0	795	100.0	0.0
Tangerines and Mandarins	56	92.3	55	88.4	-4.2
Wine	1,636	91.3	1,531	91.5	0.2

California Share of U.S. Agricultural Exports by Category and Commodity, 2016 and 2017

Commodity	2016		2017		Change in California Share of U.S. Exports 2016 to 2017
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Tree Nuts	6,981	100.0	7,371	100.0	0.0
Almonds	4,495	100.0	4,483	100.0	0.0
Walnuts	1,339	100.0	1,370	100.0	0.0
Pistachios	1,148	100.0	1,518	100.0	0.0
Vegetables	1,621	61.7	1,650	61.3	-0.7
Artichokes	3	100.0	4	100.0	0.0
Asparagus	55	30.7	66	21.0	-31.5
Bell and Chili Peppers	78	33.2	78	33.3	0.1
Broccoli	120	91.5	98	91.8	0.3
Cabbage	50	31.2	63	23.5	-24.8
Carrots	81	86.0	109	85.3	-0.8
Cauliflower	139	84.4	152	83.5	-1.1
Celery	89	87.0	87	89.8	3.2
Garlic	47	100.0	38	100.0	0.0
Lettuce	409	71.0	447	70.5	-0.7
Mushrooms	38	11.1	41	9.2	-17.1
Onions	275	32.1	227	33.2	3.3
Spinach	120	77.8	124	74.2	-4.6
Tomatoes, Fresh	117	35.1	117	34.9	-0.7
Flowers and Nursery	406	23.9	426	27.5	15.2
Total California Principal Commodities	43,836	39.7	48,593	36.7	-7.4
Total Other Products and Mixtures⁴	90,837	3.0	89,583	3.1	2.2
Total U.S. Agricultural Exports⁵	134,673	14.9	138,175	14.9	0.2

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

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

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

⁴ Total "Other Products and Mixtures" is equal to "Total U.S. Agricultural Exports" minus "Total California Principal Commodity Exports".

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

Source: University of California, Agricultural Issues Center.

Major Destinations for California Agricultural Exports, 2016 and 2017 ^{1, 2}

Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination	
	2016	2017		2016	2017		2016	2017
Almonds (1)			Rice (9)			Dried Plums (19)		
European Union	36	35	Japan	33	30	European Union	34	33
India	11	15	Jordan	10	14	Japan	21	19
China/Hong Kong	12	11	Korea	15	13	Canada	7	9
Canada	6	6	Canada	8	9	China/Hong Kong	6	7
Japan	5	5	European Union	5	5	Mexico	<5	6
United Arab Emirates	5	5	Saudi Arabia	5	5	Vietnam	<5	5
Other destinations	25	24	Other destinations	24	24	Other destinations	24	21
Dairy and Products (2)			Strawberries (10)			Raspberries and Blackberries (20) ⁴		
Mexico	30	30	Canada	70	69	Canada	78	77
China/Hong Kong	9	12	Mexico	9	10	Japan	7	6
Philippines	6	6	Japan	7	7	Other destinations	15	17
Canada	12	6	Other destinations	14	15			
Japan	<5	6				Cauliflower (21)		
Other destinations	39	40	Cotton (11)			Canada	79	87
			India	37	31	Taiwan	8	5
Pistachios (3)			China/Hong Kong	27	28	Japan	9	<5
China/Hong Kong	46	44	Vietnam	7	8	Other destinations	<5	5
European Union	33	30	Indonesia	<5	5			
Canada	5	5	Turkey	5	<5	Peaches and Nectarines (22)		
Other destinations	15	21	Other destinations	20	24	Canada	56	60
						Mexico	17	19
Wine (4)			Beef and Products (12) ³			Taiwan	13	9
European Union	44	37	Japan	33	34	Australia	5	3
Canada	24	27	Korea	28	25	Other destinations	9	9
China/Hong Kong	11	13	China/Hong Kong	24	24			
Japan	5	6	Taiwan	8	8	Flowers and Nursery (23)		
Other destinations	16	17	Other destinations	6	9	Mexico	43	35
						Canada	31	27
Walnuts (5)			Hay (13)			Peru	6	14
European Union	31	36	Japan	33	34	European Union	8	10
Japan	7	10	China/Hong Kong	30	27	Other destinations	11	14
Turkey	14	9	Korea	15	20			
Korea	7	7	Saudi Arabia	6	7	Carrots (24)		
Canada	5	6	United Arab Emirates	9	6	Canada	94	87
United Arab Emirates	5	5	Other destinations	6	6	Other destinations	6	13
China/Hong Kong	6	5						
India	<5	5	Lettuce (15)			Spinach (25)		
Other destinations	23	19	Canada	87	89	Canada	94	94
			Taiwan	6	5	Mexico	6	6
Table Grapes (6)			Other destinations	7	7	Other destinations	0	0
Canada	29	29						
Mexico	10	12	Raisins (16)			Broccoli (26)		
China/Hong Kong	11	10	Japan	20	24	Canada	60	72
Australia	5	5	European Union	25	23	Japan	31	20
Philippines	6	5	Canada	11	11	Taiwan	7	5
Japan	5	5	China/Hong Kong	9	8	Other destinations	<5	<5
Taiwan	5	5	Other destinations	35	35			
Other destinations	28	29				Celery (27)		
			Lemons (17)			Canada	74	79
Oranges and Products (7)			Japan	27	30	Japan	7	5
Korea	27	34	Canada	33	28	Taiwan	7	5
Canada	22	21	Korea	8	12	China/Hong Kong	5	<5
China/Hong Kong	20	18	China/Hong Kong	9	7	Other destinations	9	7
Japan	13	11	European Union	5	6			
Other destinations	18	16	Australia	5	<5	Onions (28)		
			Other destinations	13	14	Canada	49	45
Tomatoes, Processed (8)			Cherries (18)			Mexico	11	19
Canada	40	42	Japan	23	27	European Union	11	9
Mexico	12	12	China/Hong Kong	25	24	Japan	7	6
European Union	11	8	Canada	25	24	Taiwan	7	6
Japan	5	7	Korea	21	20	Other destinations	16	16
Other destinations	32	31	Taiwan	8	8			
			Japan	8	7			
			Other destinations	15	13			

Major Destinations for California Agricultural Exports, 2016 and 2017 ^{1,2}

Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination		Commodities ¹ and Destinations	Percent of Total by Destination	
	2016	2017		2016	2017		2016	2017
Plums (29)			Garlic (37)			Avocado (44)		
China/Hong Kong	35	41	Canada	33	28	Korea	14	47
Canada	38	33	European Union	12	17	Canada	26	16
Mexico	9	11	Mexico	8	9	China/Hong Kong	7	9
Taiwan	9	10	Japan	6	7	Kuwait	5	6
Other destinations	9	5	Peru	10	7	Singapore	6	5
			Australia	<5	5	Japan	17	5
Melons (30)			Indonesia	<5	5	Other destinations	24	11
Canada	83	83	Other destinations	24	23			
Mexico	6	7				Apricots (46)		
Japan	5	4	Sweet Potatoes (38)			Canada	54	41
Other destinations	6	6	European Union	72	74	China/Hong Kong	1	27
			Canada	26	24	Mexico	24	15
Dates (31)			Other destinations	2	2	Japan	9	9
Canada	26	31				Other destinations	12	7
Australia	36	29	Grapefruit (39)					
European Union	15	14	European Union	26	28	Figs (48)		
Indonesia	6	6	Japan	37	28	Canada	48	38
Mexico	<5	5	Canada	20	23	Mexico	27	35
Other destinations	15	16	Korea	10	10	China/Hong Kong	10	12
			Other destinations	8	11	Japan	11	10
Tangerines and Mandarins (32)						Other destinations	<5	6
Canada	50	44	Potatoes (40)					
Japan	32	30	Canada	43	42	Dry Beans (49)		
European Union	7	12	Mexico	18	17	European Union	36	38
Other destinations	10	14	Taiwan	9	9	Canada	18	17
			Japan	9	8	Pakistan	<5	7
Pears (33)			Philippines	<5	5	India	5	7
Canada	67	65	Other destinations	17	18	Turkey	6	6
Mexico	19	21				Other destinations	31	25
Other destinations	14	14	Grape Juice (41)					
			Canada	69	62	Cabbage (50)		
Tomatoes, Fresh (34)			Korea	6	11	Canada	95	95
Canada	94	87	China/Hong Kong	5	7	Other destinations	5	5
Mexico	<5	8	Japan	9	7			
Other destinations	5	5	Philippines	5	5	Asparagus (51)		
			Other destinations	6	8	Japan	27	27
Blueberries (35)						European Union	19	24
Canada	64	59	Bell and Chili Peppers (42)			Australia	11	15
Korea	4	8	Canada	95	95	Canada	22	15
European Union	13	5	Other destinations	5	5	Switzerland	10	7
Japan	5	5				Other destinations	10	12
Other destinations	14	23	Kiwi (43)					
			Mexico	45	39	Cottonseed and Byproducts (54)		
Olives and Olive Oil (36)			Japan	33	36	Mexico	51	34
Canada	45	37	Canada	16	15	Korea	11	19
Mexico	13	14	European Union	<5	5	Japan	5	14
Japan	8	7	Other destinations	<5	5	Saudi Arabia	14	13
Taiwan	<5	5				Canada	5	<5
Other destinations	33	37				Other destinations	13	16
						Artichokes (57)		
						Canada	70	64
						Mexico	21	24
						Other destinations	8	12

¹ This table shows destinations that receive shares of total exports greater than or equal to 5 percent of each commodity in either 2016 or 2017 for which reliable data are available. The commodities are listed in order of export value and the numbers in parentheses correspond to the 2017 ranking in the Table "California Agricultural Products Export Values and Rankings, 2015-2017."

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

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

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

Source: University of California, Agricultural Issues Center.

Major California Agricultural Exports to the Top 15 Destinations, 2016 and 2017

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹		Percent Change 2016 to 2017	Destination by Rank	Approximate Export Value \$1 Million ¹		Percent Change 2016 to 2017
	2016	2017			2016	2017	
1- European Union (EU-28)	3,487.7	3,407.8	-2.3	2- Canada	3,304.6	3,286.8	-0.5
Almonds	1,621.1	1,561.2	-3.7	Wine	359.9	375.9	4.4
Wine	650.1	520.7	-19.9	Strawberries	283.2	284.3	0.4
Walnuts	419.8	491.0	17.0	Lettuce	252.4	278.8	10.4
Pistachios	380.5	461.4	21.3	Tomatoes, Processed	295.6	270.4	-8.5
Raisins	80.1	69.7	-13.0	Almonds	268.7	256.3	-4.6
Tomatoes, Processed	80.9	50.1	-38.1	Table Grapes	232.3	232.6	0.1
Dried Plums	55.2	45.7	-17.3	Oranges and Products	145.4	145.6	0.2
Rice	35.0	33.4	-4.5	Cauliflower	93.0	109.8	18.0
Dairy and Products	11.5	14.2	23.1	Raspberries and Blackberries ²	101.2	100.1	-1.1
Sweet Potatoes	26.4	27.5	4.0	Dairy and Products	164.2	91.2	-44.5
Lemons	11.5	14.2	23.1	Spinach	87.5	86.1	-1.5
Table Grapes	12.5	13.8	10.5	Carrots	65.7	81.0	23.2
Flowers and Nursery	7.6	11.6	53.6	Pistachios	58.9	79.5	35.0
Grapefruit	8.3	9.7	17.6	Walnuts	66.1	76.6	15.9
Dates	7.9	7.5	-4.8	Peaches and Nectarines	73.4	74.9	2.0
Onions	9.4	6.7	-28.3	Broccoli	65.4	65.2	-0.3
Garlic	5.6	6.3	12.8	Celery	57.5	61.4	6.8
Dry Beans	0.0	6.0	NA	Lemons	70.8	61.1	-13.8
Tangerines and Mandarins	3.8	6.0	56.6	Rice	57.2	54.2	-5.3
Oranges and Products	5.3	6.0	12.5	Melons	48.0	53.4	11.1
Cotton	5.3	4.1	-22.4	Cherries	19.5	38.4	96.7
Olives and Olive Oil	1.6	4.0	142.5	Tomatoes, Fresh	38.5	35.5	-7.8
Strawberries	4.2	3.9	-6.0	Onions	43.5	34.0	-21.8
Cherries	1.5	3.9	169.1	Raisins	35.6	33.5	-5.7
Asparagus	3.2	3.3	3.3	Flowers and Nursery	30.5	31.5	3.3
Carrots	0.3	3.0	1,054.7	Pears	24.8	27.3	10.4
Blueberries	6.2	2.5	-58.9	Blueberries	29.6	27.2	-8.1
				Bell and Chili Peppers	24.7	24.7	-0.2
				Plums	21.9	22.5	2.6
				Tangerines and Mandarins	25.5	21.4	-16.0
				Grape Juice	18.3	17.9	-2.1
				Dates	14.0	17.0	21.6
				Olives and Olive Oil	17.0	14.7	-13.9
				Cabbage	15.0	14.2	-5.6
				Potatoes	13.6	13.6	-0.4
				Dried Plums	11.7	13.1	11.8
				Garlic	15.7	10.7	-32.0
				Sweet Potatoes	9.6	9.0	-6.7
				Grapefruit	6.4	7.8	20.6
				Apricot	8.7	7.7	-11.5
				Figs	7.1	6.2	-12.5
				Avocados	7.8	3.9	-49.7
				Kiwi	2.6	3.8	48.5
				Hay	3.5	3.5	-0.1
				Dry Beans	0.0	2.7	NA
				Mushrooms	2.6	2.3	-9.2
				Artichokes	2.3	2.3	-2.4
				Asparagus	3.7	2.1	-45.1

Major California Agricultural Exports to the Top 15 Destinations, 2016 and 2017

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2016	2017	Percent Change 2016 to 2017		2016	2017	Percent Change 2016 to 2017
3- China/Hong Kong	2,044.3	2,270.0	11.0	5- Mexico	1,024.6	1,057.1	3.2
Pistachios	530.5	663.3	25.0	Dairy and Products	420.9	447.5	6.3
Almonds	518.1	500.8	-3.3	Table Grapes	78.7	96.1	22.1
Wine	161.0	185.3	15.1	Tomatoes, Processed	91.1	79.8	-12.3
Dairy and Products	126.3	174.9	38.4	Almonds	78.7	74.7	-5.2
Oranges and Products	133.0	123.8	-7.0	Flowers and Nursery	42.2	41.1	-2.6
Cotton	88.5	106.8	20.7	Strawberries	36.8	39.6	7.4
Hay	101.7	92.1	-9.5	Walnuts	66.8	38.9	-41.8
Beef and Products ³	75.9	91.6	20.8	Pistachios	17.0	23.5	38.1
Table Grapes	86.5	81.7	-5.6	Peaches and Nectarines	21.6	23.5	8.5
Walnuts	78.0	63.8	-18.3	Rice	19.3	17.1	-11.0
Cherries	18.4	42.7	132.5	Wine	15.7	15.7	-0.1
Plums	20.4	27.6	35.2	Onions	9.4	14.0	49.0
Raisins	29.2	23.8	-18.5	Raisins	12.4	10.3	-16.8
Lemons	20.3	16.3	-19.4	Kiwi	7.2	9.6	34.5
Rice	3.9	14.6	272.2	Pears	7.2	9.0	25.8
Tomatoes, Processed	11.9	14.2	19.4	Dried Plums	6.2	8.9	42.2
Strawberries	9.1	10.0	9.1	Oranges and Products	12.4	8.1	-34.9
Dried Plums	9.4	9.6	2.6	Plums	5.1	7.6	47.9
Apricot	0.1	5.1	6,035.6	Cotton	6.4	7.2	13.9
Celery	3.5	3.3	-6.7	Beef and Products ³	6.1	7.1	15.6
Flowers and Nursery	2.2	3.1	40.4	Lettuce	5.9	6.3	5.3
Avocados	2.2	2.3	3.7	Lemons	4.4	6.1	38.4
Figs	1.5	2.0	32.6	Olives and Olive Oil	4.8	5.7	18.7
Grape Juice	1.2	2.0	58.2	Figs	4.0	5.7	44.0
				Potatoes	5.7	5.6	-1.6
4- Japan	1,439.9	1,451.8	0.8	Spinach	5.6	5.5	-2.3
Almonds	232.7	226.4	-2.7	Melons	3.5	4.7	35.3
Rice	234.1	189.8	-18.9	Raspberries and Blackberries ²	3.6	4.5	24.2
Walnuts	98.6	131.4	33.3	Cauliflower	1.3	4.1	203.4
Beef and Products ³	104.0	127.1	22.3	Carrots	2.2	4.1	81.0
Hay	111.1	117.4	5.6	Tomatoes, Fresh	0.7	3.3	386.4
Wine	81.4	85.8	5.5	Garlic	3.8	3.3	-12.5
Dairy and Products	58.9	83.2	41.3	Cherries	1.5	3.2	109.5
Raisins	65.6	73.6	12.2	Cottonseed	3.0	2.9	-3.8
Oranges and Products	85.2	71.5	-16.1	Apricot	3.9	2.8	-27.1
Lemons	59.0	65.2	10.5	Dates	1.3	2.7	97.2
Tomatoes, Processed	39.6	46.6	17.6				
Table Grapes	43.6	38.8	-11.1	6- Korea	894.5	996.4	11.4
Strawberries	27.2	27.2	-0.2	Oranges and Products	182.5	229.1	25.5
Dried Plums	33.8	26.0	-23.3	Almonds	174.6	173.7	-0.5
Broccoli	33.7	18.0	-46.5	Beef and Products ³	86.7	95.4	10.1
Pistachios	15.8	14.9	-5.4	Walnuts	93.4	92.6	-0.8
Tangerines and Mandarins	16.6	14.6	-11.7	Rice	106.6	85.4	-19.8
Cherries	6.5	11.8	81.6	Hay	50.0	68.9	37.8
Cotton	4.9	11.2	128.7	Dairy and Products	50.7	56.6	11.7
Grapefruit	11.8	9.6	-19.0	Cherries	16.2	32.7	101.2
Kiwi	5.3	8.9	68.0	Table Grapes	28.0	30.0	7.1
Raspberries and Blackberries ²	9.7	7.8	-18.9	Lemons	17.6	25.2	42.9
Onions	5.9	4.5	-22.7	Wine	18.7	20.3	8.9
Cauliflower	11.1	4.5	-59.4	Tomatoes, Processed	20.7	19.3	-6.7
Celery	5.1	4.0	-22.0	Avocados	4.2	11.2	165.5
Asparagus	4.6	3.8	-18.9	Raisins	9.5	9.8	3.3
Lettuce	3.4	3.1	-8.1	Pistachios	5.8	9.5	63.9
Olives and Olive Oil	3.1	2.8	-9.2	Strawberries	4.6	6.0	29.3
Garlic	2.7	2.7	0.9	Cotton	4.1	5.8	41.5
Potatoes	3.0	2.5	-17.8	Dried Plums	5.1	4.3	-16.5
Melons	2.9	2.4	-18.9	Blueberries	2.0	3.7	90.4
Blueberries	2.1	2.3	8.4	Grapefruit	3.2	3.5	8.5
				Grape Juice	1.5	3.2	108.3

Major California Agricultural Exports to the Top 15 Destinations, 2016 and 2017

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2016	2017	Percent Change 2016 to 2017		2016	2017	Percent Change 2016 to 2017
7- India	663.9	879.6	32.5	11- Taiwan	314.2	324.6	3.3
Almonds	489.9	658.0	34.3	Almonds	37.4	51.3	37.1
Cotton	119.5	118.4	-1.0	Table Grapes	43.3	36.4	-15.9
Walnuts	28.0	61.8	120.5	Beef and Products ³	26.0	28.5	9.9
Pistachios	2.7	17.4	553.9	Walnuts	22.9	25.7	11.8
Dairy and Products	7.1	12.5	77.8	Rice	20.0	24.8	23.9
Table Grapes	5.4	4.2	-22.8	Lettuce	16.9	15.5	-8.6
Tomatoes, Processed	1.9	2.1	9.8	Dairy and Products	13.3	15.4	15.8
				Oranges and Products	17.8	14.7	-17.5
8- United Arab Emirates	401.5	370.7	-7.6	Cherries	6.2	13.5	117.2
Almonds	240.0	209.5	-12.7	Wine	11.3	12.9	13.9
Walnuts	60.8	67.7	11.3	Hay	13.5	11.6	-14.4
Hay	29.5	21.1	-28.4	Peaches and Nectarines	17.1	11.4	-33.6
Pistachios	4.8	19.3	298.8	Raisins	10.7	9.7	-9.8
Dairy and Products	7.0	8.7	24.9	Tomatoes, Processed	7.1	6.8	-5.0
Tomatoes, Processed	18.0	8.6	-52.1	Plums	5.4	6.5	20.7
Wine	7.9	8.1	3.0	Cauliflower	9.7	6.1	-36.7
Strawberries	8.5	7.8	-8.9	Broccoli	7.5	4.5	-40.3
Rice	7.3	5.0	-31.0	Onions	5.9	4.2	-27.9
Raspberries and Blackberries ²	3.6	4.5	24.5	Celery	5.1	3.6	-29.5
Table Grapes	4.6	3.7	-18.2	Pistachios	2.2	3.5	62.2
				Cotton	2.4	3.5	42.5
9- Turkey	414.2	346.2	-16.4	Potatoes	2.9	3.0	2.4
Almonds	166.3	146.8	-11.7	Lemons	1.7	2.5	43.0
Walnuts	189.8	125.2	-34.0				
Pistachios	7.6	34.8	356.5	12- Australia	232.9	290.1	24.6
Rice	22.4	20.0	-10.8	Dairy and Products	25.6	45.9	79.4
Cotton	16.0	13.4	-16.3	Table Grapes	42.7	42.8	0.2
Tomatoes, Processed	7.7	2.7	-64.6	Walnuts	26.6	35.2	32.3
				Pistachios	12.7	34.0	167.5
10- Vietnam	383.1	331.0	-13.6	Almonds	18.8	28.5	51.5
Almonds	157.1	131.7	-16.2	Oranges and Products	19.3	21.9	13.6
Dairy and Products	43.8	41.6	-5.1	Dates	19.2	15.6	-18.5
Walnuts	60.3	34.4	-42.9	Tomatoes, Processed	13.8	12.7	-7.9
Cotton	22.3	30.5	36.6	Wine	5.1	9.5	86.6
Table Grapes	23.6	28.2	19.7	Rice	8.7	8.6	-1.1
Pistachios	29.6	26.3	-11.3	Lemons	11.2	5.8	-48.5
Wine	27.2	19.0	-30.0	Cherries	2.5	5.0	98.8
Dried Plums	7.2	6.5	-10.7	Dried Plums	5.6	4.9	-11.8
Raisins	4.8	4.6	-2.9	Peaches and Nectarines	6.7	4.0	-39.9
Beef and Products ³	2.5	3.7	48.0	Raisins	2.2	3.6	62.7
				Tangerines and Mandarins	1.5	2.1	44.6
				Asparagus	1.9	2.1	12.9
				13- Saudi Arabia	191.5	216.7	13.2
				Almonds	59.9	57.3	-4.4
				Pistachios	9.8	38.6	293.3
				Rice	38.3	32.2	-15.8
				Hay	21.4	25.8	20.5
				Strawberries	14.1	17.2	22.3
				Dairy and Products	16.1	15.6	-2.8
				Walnuts	13.9	12.5	-9.9
				Tomatoes, Processed	4.6	5.8	25.4
				Raspberries and Blackberries ²	3.2	4.7	48.5

Major California Agricultural Exports to the Top 15 Destinations, 2016 and 2017

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2016	2017	Percent Change 2016 to 2017		2016	2017	Percent Change 2016 to 2017
14- Philippines	187.8	181.4	-3.4	15- Jordan	125.9	147.6	17.2
Dairy and Products	90.8	95.8	5.6	Rice	71.3	88.9	24.6
Table Grapes	45.7	39.4	-13.8	Almonds	38.8	30.7	-20.9
Wine	10.6	10.6	0.3	Pistachios	2.3	15.0	537.2
Tomatoes, Processed	8.5	7.4	-13.4	Walnuts	8.7	8.2	-5.1
Raisins	6.6	6.7	0.3				
Oranges and Products	6.9	4.4	-36.5				
Beef and Products ³	2.9	2.9	-2.5				
Almonds	2.2	2.2	-1.1				

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

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

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

Source: University of California, Agricultural Issues Center.



Major California Agricultural Exports to the European Union (EU), 2016 and 2017

(Approximate Export Value, \$1 Million)

2017

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

2016

Rank	EU-28 Member ¹	Almonds	Wine	Pistachios	Walnuts	Raisins	Other	Total ³
							Principal Products ²	
1	Spain	584	19	2	103	2	16	726
2	Germany	306	60	20	116	85	45	632
3	United Kingdom	111	16	25	29	313	74	567
4	Netherlands	172	71	7	53	34	64	401
5	Italy	182	16	<1	88	31	75	391
6	Belgium	73	139	2	13	36	13	276
7	France	70	39	<1	1	53	13	177
8	Sweden	19	<1	12	9	22	8	70
9	Denmark	19	1	6	1	25	3	55
10	Poland	9	1	<1	<1	31	5	46
	Other EU Members ⁴	75	19	5	7	18	21	146
	Total ³	1,621	380	80	420	650	336	3,488

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

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

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

⁴ The other 18 EU members in 2017 and 2016 include Austria, Bulgaria, Cyprus, Croatia, Czech Republic, Estonia, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Portugal, Romania, Slovak Republic, and Slovenia. These countries combined account for just over 4 percent of California agricultural exports to the EU in 2016 and just over 5 percent in 2017.

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2016 and 2017

(Export Volumes in Farm Weight Basis)

Commodity		2016			2017		
		Quantity Exported ¹	Quantity Produced	Ratio of Quantity Exported to Quantity Produced	Quantity Exported ¹	Quantity Produced	Ratio of Quantity Exported to Quantity Produced
		<i>Farm-Gate Units</i>	<i>1,000 Farm-Gate Units</i>		<i>1,000 Farm-Gate Units</i>		
Almonds ²	cwt.	14,472	21,400	0.68	15,378	22,700	0.68
Apples	cwt.	627	2,500	0.25	694	2,200	0.32
Apricots	short tons	13	56	0.23	13	37	0.35
Artichokes	cwt.	37	986	0.04	41	936	0.04
Asparagus	cwt.	5	208	0.02	4	127	0.03
Avocados ²	short tons	12	143	0.09	7	128	0.06
Beef and Products ^{2,3}	liveweight cwt.	1,443	18,147	0.08	1,628	18,148	0.09
Bell and Chili Peppers	cwt.	335	11,266	0.03	354	9,234	0.04
Blueberries	cwt.	218	597	0.37	207	626	0.33
Broccoli	cwt.	2,082	21,350	0.10	1,512	19,040	0.08
Cabbage ²	cwt.	500	5,760	0.09	211	5,510	0.04
Carrots ²	cwt.	1,482	21,873	0.07	1,758	21,645	0.08
Cauliflower ²	cwt.	2,309	5,814	0.40	2,085	7,378	0.28
Celery ²	cwt.	2,204	16,000	0.14	2,150	14,687	0.15
Cherries	short tons	19	53	0.37	33	95	0.35
Cotton	bales	409	740	0.55	650	865	0.75
Cottonseed and Byproducts ²	short tons	22	277	0.08	35	323	0.11
Dairy and Products ^{2,4}	cwt.	118,366	404,359	0.29	122,140	397,670	0.31
Dates	short tons	8	31	0.27	9	35	0.25
Dried Plums	short tons	121	157	0.77	116	326	0.36
Dry Beans	cwt.	545	1,141	0.48	366	1,036	0.35
Eggs	100-dozens	40	2,895	0.01	81	3,132	0.03
Figs	short tons	13	32	0.42	15	31	0.47
Garlic	cwt.	1,673	3,690	0.45	894	5,115	0.17
Grapefruit ²	short tons	67	160	0.42	75	160	0.47
Grapes, All ⁵	short tons	1,320	6,726	0.20	1,618	6,482	0.25
Hay ²	short tons	1,227	5,040	0.24	1,330	4,488	0.30
Kiwi ²	short tons	10	28	0.34	13	32	0.39
Lemons ²	76 lb. boxes	3,561	20,500	0.17	3,416	21,200	0.16
Lettuce ²	cwt.	4,869	66,117	0.07	4,819	60,887	0.08
Melons ²	cwt.	2,004	17,920	0.11	2,388	18,815	0.13
Olives and Olive Oil	short tons	62	160	0.39	67	160	0.42
Onions ²	cwt.	4,010	19,271	0.21	3,387	22,795	0.15
Oranges and Products ²	short tons	854	2,012	0.42	1,816	7,841	0.23
Peaches and Nectarines	cwt.	1,283	14,542	0.09	941	12,323	0.08
Pears	short tons	18	175	0.10	29	192	0.15
Pistachios ²	cwt., in shell	3,460	8,965	0.39	4,708	6,003	0.78
Plums	short tons	32	135	0.24	33	138	0.24
Potatoes	cwt.	1,865	13,305	0.14	1,779	16,305	0.11
Raspberries and Blackberries ^{2,6}	cwt.	405	2,150	0.19	379	1,500	0.25
Rice ²	cwt.	22,514	47,394	0.48	21,913	37,277	0.59
Spinach ²	cwt.	652	5,176	0.13	631	3,597	0.18
Strawberries	cwt.	2,963	28,775	0.10	3,011	29,194	0.10
Sweet Potatoes	cwt.	1,109	6,200	0.18	1,300	6,510	0.20
Tangerines and Mandarins	short tons	38	956	0.04	34	768	0.04
Tomatoes, Fresh	cwt.	664	9,425	0.07	626	6,616	0.09
Tomatoes, Processed	short tons	3,806	12,647	0.30	3,152	10,464	0.30
Turkey	liveweight cwt.	206	3,238	0.06	185	3,197	0.06
Walnuts ²	short tons	454	686	0.66	411	630	0.65
Wheat	bushels	1,244	17,302	0.07	1,420	12,404	0.11
Weighted Average ⁷				0.26			0.28

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

² Quantities for 2016 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

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

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

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

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

⁷ The weighted average is based on each of the 53 commodity's share of production value. Values for "Chickens", "Flowers and Nursery", "Mushrooms" and "Seeds for Sowing" are not included because reliable data on export quantity is not available.

Source: University of California, Agricultural Issues Center.