

California Agricultural Exports 2016-2017



CALIFORNIA DEPARTMENT OF
FOOD & AGRICULTURE



California Agricultural Exports

In 2016, California’s agricultural exports totaled \$20.04 billion in value, representing a decrease of 3.5 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 and 2015, and no change in 2014.

California’s top valued agricultural export commodity continues to be almonds, with a value of \$4.50 billion in foreign sales in 2016. This figure, however, represents a decrease of 12.6 percent compared to 2015. California wine recorded an export value of \$1.49 billion in 2016, achieving a ranking second to almonds and narrowly surpassing dairy products, which achieved an export value of \$1.41 billion during the same year.

The principal 57 export commodities accounted for \$17.32 billion in export value in 2016, or 86 percent of the total value of California’s agricultural exports, while the remaining 14 percent of exports were associated with “Other Products and Mixtures.” Of the top 57 commodities exported, 16 showed an increase in export value of 5 percent or more, compared to the previous year, while 24 experienced a decrease in export value of 5 percent or more.

California’s share of total U.S. agricultural exports for 2016 was 14.9 percent, which is slightly lower than the state’s share during the previous year of 15.6 percent. California’s top 10 export destinations – the European Union, Canada, China/Hong Kong, Japan, Mexico, Korea, India, Turkey, United Arab Emirates, and Vietnam – accounted for 70.2 percent of the 2016 export value. Vietnam showed the largest growth in total export value compared to the previous year at 25.0 percent.

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Data to compute agricultural exports are derived from official government sources, published industry sources and unpublished information from the government and the industry.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, 2006-2016

Year	Export Value
	\$1 Billion
2016	\$20.04
2015	\$20.76
2014	\$21.55
2013	\$21.55
2012	\$18.45
2011	\$17.23
2010	\$14.75
2009	\$12.44
2008	\$12.90
2007	\$11.17
2006	\$9.82

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, 2014-2016

2016 Rank	Product	2014	2015	2016	Change in Value 2015 to 2016
		<i>\$1 Million</i>			<i>(In Percent)¹</i>
1	Almonds	4,528	5,143	4,495	-12.6
2	Wine	1,392	1,480	1,494	0.9
3	Dairy and Products ²	2,423	1,633	1,412	-13.5
4	Walnuts	1,446	1,485	1,339	-9.8
5	Pistachios	1,124	848	1,148	35.4
6	Table Grapes	890	766	800	4.4
7	Tomatoes, Processed ²	784	814	743	-8.7
8	Rice	681	751	715	-4.8
9	Oranges and Products ²	573	587	669	13.9
10	Strawberries	408	390	404	3.6
11	Seeds for Sowing	324	340	353	3.9
12	Hay	289	320	335	4.7
13	Cotton	377	229	325	41.8
14	Raisins	409	335	322	-4.0
15	Beef and Products ³	404	309	312	1.0
16	Lettuce	338	315	290	-7.8
17	Lemons ²	250	238	218	-8.6
18	Dried Plums	170	182	163	-10.1
19	Peaches and Nectarines	174	139	131	-5.9
20	Raspberries and Blackberries ^{2,4}	172	149	130	-12.5
21	Cauliflower	118	117	117	0.4
22	Broccoli	128	114	110	-3.9
23	Flowers and Nursery	96	86	97	13.1
24	Spinach	87	92	93	1.3
25	Onions ^{2,5}	83	84	88	5.8
26	Cherries ²	51	94	81	-13.6
27	Celery	74	81	77	-4.5
28	Carrots	102	77	70	-9.6
29	Plums	65	56	58	3.5
30	Melons	63	60	58	-3.4
31	Dates	40	50	53	7.9
32	Tangerines and Mandarins	50	57	51	-10.3
33	Garlic	35	33	47	42.2
34	Blueberries	55	50	43	-12.5
35	Tomatoes, Fresh	51	48	41	-14.6
36	Olives and Olive Oil	37	36	38	6.8
37	Pears	43	39	37	-5.9
38	Sweet Potatoes	23	30	36	21.5
39	Grapefruit	33	32	32	1.6
40	Potatoes	29	28	32	13.5
41	Avocados	34	25	30	16.3
42	Grape Juice	32	30	27	-12.8
43	Bell and Chili Peppers	27	27	26	-2.7
44	Dry Beans ²	28	24	22	-9.6
45	Turkey	28	22	19	-11.4
46	Apples	25	22	19	-14.2
47	Asparagus ²	14	9	17	85.9

California Agricultural Products Export Values and Rankings, 2014-2016

2016 Rank	Product	2014	2015	2016	Change in Value 2015 to 2016 (In Percent) ¹
			\$1 Million		
48	Apricots	17	14	16	17.2
49	Kiwi	19	13	16	19.5
50	Cabbage	10	12	16	35.4
51	Figs	18	17	15	-10.8
52	Wheat	19	25	11	-58.3
53	Chickens ²	12	11	10	-8.5
54	Cottonseed and Byproducts	8	5	6	17.6
55	Eggs	9	5	4	-22.4
56	Mushrooms	4	5	4	-7.4
57	Artichokes	4	3	3	3.9
	Total Principal Commodities⁶	18,726	17,983	17,318	-3.7
	Total Other Products and Mixtures^{2, 5, 7}	2,828	2,776	2,723	-1.9
	Total All Agricultural Exports⁸	21,554	20,760	20,041	-3.5

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 2015 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 "Raspberries and Blackberries" category also includes exports of mulberries and loganberries.

⁵ Export values for 2014 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

⁶ "Total Principal Commodity" values for 2014 and 2015 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 2014 and 2015 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, 2015 and 2016

Commodity	2015		2016		Change in California Share
	Total U.S. Export	California	Total U.S. Export	California	of U.S. Exports
	Value	Percent Share	Value	Percent Share	2015 to 2016
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Animal Products	16,406	12.1	15,811	11.1	-7.8
Dairy and Products	4,928	33.1	4,436	31.8	-3.9
Beef and Products ¹	7,443	4.1	7,471	4.2	0.8
Turkey	450	4.8	443	4.3	-10.0
Eggs	438	1.3	445	1.0	-23.6
Chicken	3,147	0.3	3,015	0.3	1.4
Field Crops	11,236	22.6	11,246	22.9	1.3
Cotton	3,889	5.9	3,959	8.2	39.3
Tomatoes, Processed	840	96.8	786	94.4	-2.4
Rice	2,015	37.3	1,930	37.1	-0.6
Hay	1,202	26.6	1,251	26.8	0.6
Potatoes	183	15.2	203	15.5	2.1
Wheat	1,229	2.0	1,086	1.0	-52.4
Sweet Potatoes	140	21.5	171	21.3	-0.9
Cottonseed and Byproducts	112	4.3	120	4.9	14.4
Dry Beans	102	24.0	140	15.8	-34.2
Seeds for Sowing	1,526	22.3	1,599	22.1	-0.9
Fruits and Products	7,841	61.9	7,770	63.1	2.0
Wine	1,612	91.8	1,636	91.3	-0.6
Table Grapes	766	100.0	800	100.0	0.0
Oranges and Products	1,136	51.2	1,179	56.7	10.7
Strawberries	446	87.6	458	88.2	0.7
Blueberries	274	18.1	278	15.6	-13.8
Raisins	335	100.0	322	100.0	0.0
Dried Plums	182	100.0	163	100.0	0.0
Peaches and Nectarines	194	71.6	184	71.1	-0.8
Lemons	278	85.2	256	85.2	0.0
Grapefruit	166	19.1	140	23.0	20.3
Plums	57	98.4	59	98.3	0.0
Cherries	487	19.1	512	15.8	-17.3
Melons	151	39.6	152	38.2	-3.6
Raspberries and Blackberries ²	167	88.3	157	82.9	-6.1
Pears	223	17.7	196	18.9	6.8
Grape Juice	69	44.1	68	38.7	-12.3
Apples	1,076	2.1	981	1.9	-6.0
Kiwi	13	100.0	16	100.0	0.0
Dates	50	100.0	53	100.0	0.0
Olives and Olive Oil ³	36	100.0	38	100.0	0.0
Tangerines and Mandarins	65	87.7	56	92.3	5.2
Figs	17	100.0	15	100.0	0.0
Apricots	15	89.5	18	90.5	1.1
Avocados	27	91.2	34	87.4	-4.2

California Share of U.S. Agricultural Exports by Category and Commodity, 2015 and 2016

Commodity	2015		2016		Change in California Share of U.S. Exports 2015 to 2016
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	<i>\$1 Million</i>	<i>In Percent</i>	<i>\$1 Million</i>	<i>In Percent</i>	<i>Percent Change</i>
Tree Nuts	7,477	100.0	6,981	100.0	0.0
Almonds	5,144	100.0	4,495	100.0	0.0
Walnuts	1,485	100.0	1,339	100.0	0.0
Pistachios	848	100.0	1,148	100.0	0.0
Vegetables	1,628	62.3	1,621	61.7	-1.1
Lettuce	458	68.8	409	71.0	3.2
Broccoli	120	94.3	120	91.5	-2.9
Carrots	86	89.7	81	86.0	-4.1
Tomatoes, Fresh	138	34.9	117	35.1	0.8
Celery	90	90.4	89	87.0	-3.8
Onions	258	32.2	275	32.1	0.0
Cauliflower	132	88.2	139	84.4	-4.3
Garlic	33	100.0	47	100.0	0.0
Spinach	123	74.6	120	77.8	4.3
Bell and Chili Peppers	83	32.6	78	33.2	2.0
Cabbage	40	29.2	50	31.2	7.1
Asparagus	24	39.5	55	30.7	-22.2
Artichokes	3	100.0	3	100.0	0.0
Mushrooms	40	11.4	38	11.1	-2.7
Flowers and Nursery	389	22.0	406	23.9	8.4
Total California Principal Commodities	44,977	39.9	43,836	39.5	-1.0
Total Other Products and Mixtures ⁴	88,075	3.2	91,053	3.0	-5.1
Total U.S. Agricultural Exports ⁵	133,053	15.6	134,889	14.9	-4.8

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

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

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

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, 2015 and 2016 ^{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	
	2015	2016		2015	2016		2015	2016
Almonds (1)	2015	2016	Rice (8)	2015	2016	Lemons (17)	2015	2016
European Union	38	36	Japan	37	33	Canada	28	33
China/Hong Kong	10	12	Korea	18	15	Japan	27	27
India	10	11	Jordan	11	10	South Korea	11	8
Canada	6	6	Canada	8	8	China/Hong Kong	10	9
United Arab Emirates	7	5	Papua New Guin	5	<5	European Union	9	5
Japan	6	5	European Union	<5	5	Australia	5	5
Other destinations	22	25	Other destinations	22	27	Other destinations	9	13
Wine (2)	2015	2016	Oranges and Products (9)	2015	2016	Dried Plums (18)	2015	2016
European Union	41	44	Korea	28	27	European Union	43	34
Canada	26	24	Canada	23	22	Japan	18	21
China/Hong Kong	10	11	China/Hong Kong	16	20	Canada	8	7
Japan	7	5	Japan	12	13	Other destinations	31	38
Other destinations	16	16	Australia	5	<5			
			Other destinations	16	15	Peaches and Nectarines (19)	2015	2016
Dairy and Products (3)	2015	2016				Canada	57	56
Mexico	28	30	Strawberries (10)	2015	2016	Mexico	18	17
Canada	9	12	Canada	71	70	Taiwan	12	13
China/Hong Kong	9	9	Mexico	9	9	Australia	<5	5
Philippines	6	<5	Japan	7	7	Other destinations	13	9
Japan	5	<5	Other destinations	13	14			
Other destinations	33	43				Raspberries and Blackberries (20) ⁴	2015	2016
Walnuts (4)	2015	2016	Hay (12)	2015	2016	Canada	85	78
European Union	30	31	Japan	38	33	Japan	7	7
Turkey	10	14	China/Hong Kong	30	30	Other destinations	8	15
Japan	8	7	Korea	16	15			
Korea	8	7	United Arab Emirates	8	9	Cauliflower (21)	2015	2016
China/Hong Kong	10	6	Saudi Arabia	<5	6	Canada	81	79
Canada	6	5	Other destinations	8	7	Japan	10	9
Mexico	<5	5				Taiwan	6	8
United Arab Emirates	<5	5	Cotton (13)	2015	2016	Other destinations	4	4
Vietnam	6	<5	India	19	37			
Other destinations	29	16	China/Hong Kong	26	27	Broccoli (22)	2015	2016
			Vietnam	7	7	Canada	74	60
			Turkey	6	5	Japan	20	31
Pistachios (5)	2015	2016	Pakistan	9	<5	Taiwan	<5	7
China/Hong Kong	21	46	Peru	7	<5	Other destinations	6	2
European Union	51	33	Thailand	6	<5			
Canada	8	5	Other destinations	22	24	Flowers and Nursery (23)	2015	2016
Other destinations	21	16				Mexico	45	43
			Raisins (14)	2015	2016	Canada	38	31
Table Grapes (6)	2015	2016	European Union	24	25	European Union	<5	8
Canada	30	29	Japan	19	20	Peru	<5	6
China/Hong Kong	11	11	Canada	10	11	Other destinations	17	12
Mexico	12	10	China/Hong Kong	10	9			
Philippines	<5	6	Mexico	5	<5	Spinach (24)	2015	2016
Australia	5	5	Other destinations	32	31	Canada	95	94
Taiwan	5	5				Mexico	5	6
Japan	<5	5	Beef and Products (15) ³	2015	2016	Other destinations	0	0
Other destinations	41	29	China/Hong Kong	33	24			
			Japan	30	33	Onions (25)	2015	2016
Tomatoes, Processed (7)	2015	2016	Korea	23	28	Canada	46	49
Canada	53	40	Taiwan	8	8	Mexico	13	11
Mexico	<5	12	Other destinations	5	7	European Union	8	11
European Union	13	11				Japan	7	7
Japan	20	5	Lettuce (16)	2015	2016	Taiwan	6	7
Australia	8	<5	Canada	89	87	Other destinations	20	15
Other destinations	6	32	Taiwan	5	6			
			Other destinations	7	7	Cherries (26)	2015	2016
						Canada	27	25
						China/Hong Kong	23	23
						Korea	21	21
						Japan	7	8
						Taiwan	7	8
						Other destinations	15	15

Major Destinations for California Agricultural Exports, 2015 and 2016^{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	
	2015	2016		2015	2016		2015	2016
Celery (27)			Olives and Olive Oil (36)			Dry Beans (44)		
Canada	78	74	Canada	44	45	European Union	43	36
Japan	5	7	Mexico	18	13	Canada	14	18
Taiwan	5	7	European Union	8	8	Turkey	<5	6
China/Hong Kong	<5	5	Other destinations	<5	<5	India	<5	5
Other destinations	12	7		25	25	Japan	9	<5
						Other destinations	34	35
Carrots (28)			Pears (37)			Asparagus (47)		
Canada	92	94	Canada	66	67	Canada	56	22
Other destinations	8	6	Mexico	17	19	Japan	19	27
			Other destinations	17	14	European Union	13	19
Plums (29)			Sweet Potatoes (38)			Australia	<5	11
Canada	42	38	European Union	67	72	Switzerland	<5	10
China/Hong Kong	28	35	Canada	32	26	Other destinations	13	11
Taiwan	11	9	Other destinations	2	2			
Mexico	11	9				Apricots (48)		
Other destinations	9	9	Grapefruit (39)			Canada	60	54
			Japan	36	37	Mexico	20	24
Melons (30)			European Union	26	26	Japan	9	9
Canada	87	83	Canada	18	20	Other destinations	11	12
Mexico	5	6	Korea	10	10			
Japan	<5	5	Other destinations	9	7	Kiwi (49)		
Other destinations	8	6				Mexico	58	45
			Potatoes (40)			Canada	24	16
Dates (31)			Canada	45	43	European Union	9	<5
Australia	37	36	Mexico	21	18	Japan	5	33
Canada	27	26	Japan	5	9	Other destinations	5	2
European Union	16	15	Taiwan	<5	9			
Other destinations	20	23	Other destinations	25	21	Cabbage (50)		
						Canada	91	95
Tangerines and Mandarins (32)			Avocado (41)			Barbados	5	<5
Canada	53	50	Canada	52	26	Other destinations	<5	<5
Japan	20	32	Japan	17	17			
European Union	8	7	Korea	16	14	Figs (51)		
Other destinations	19	11	Singapore	8	6	Canada	49	48
			China/Hong Kong	<5	7	Mexico	25	27
Garlic (33)			Kuwait	<5	5	Japan	8	11
Canada	44	33	United Arab Emirates	<5	5	China/Hong Kong	12	10
European Union	11	12	Other destinations	7	20	Other destinations	7	4
Peru	<5	10						
Mexico	13	8	Grape Juice (42)			Cottonseed and Byproducts (54)		
Japan	5	6	Canada	65	69	Mexico	36	51
Indonesia	5	<5	Japan	13	9	Saudi Arabia	13	14
Other destinations	17	27	China/Hong Kong	6	5	Korea	15	11
			Philippines	6	5	Canada	10	5
Blueberries (34)			Korea	<5	6	European Union	<5	5
Canada	59	64	Other destinations	6	6	Japan	12	<5
European Union	<5	13				China/Hong Kong	6	<5
China/Hong Kong	11	5	Bell and Chili Peppers (43)			Other destinations	14	8
Japan	6	5	Canada	94	95			
Korea	7	<5	Other destinations	6	5	Artichokes (57)		
Other destinations	24	14				Canada	74	70
						Mexico	21	21
Tomatoes, Fresh (35)						Other destinations	5	9
Canada	82	94						
Mexico	15	<5						
Other destinations	3	4						

¹ This table shows destinations that receive shares of total exports greater than or equal to 5 percent of each commodity in either 2015 or 2016 for which reliable data are available. The commodities are listed in order of export value and the numbers in parentheses correspond to the 2016 ranking in the Table "California Agricultural Products Export Values and Rankings, 2014-2016."

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, 2015 and 2016

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2015	2016	Percent Change 2015 to 2016		2015	2016	Percent Change 2015 to 2016
1- European Union (EU-28)	3,896.3	3,488.0	10.5	2- Canada	3,466.2	3,304.6	-4.7
Almonds	1,976.8	1,621.1	18.0	Wine	379.6	359.9	-5.2
Wine	610.8	650.1	-6.4	Tomatoes, Processed	304.6	295.6	-3.0
Walnuts	444.4	419.8	5.5	Strawberries	278.4	283.2	1.7
Pistachios	428.5	380.5	11.2	Almonds	303.8	268.7	-11.6
Tomatoes, Processed	105.0	80.9	22.9	Lettuce	279.3	252.4	-9.6
Raisins	79.7	80.1	-0.5	Table Grapes	232.3	232.3	0.0
Dried Plums	77.3	55.2	28.6	Dairy and Products	153.4	164.2	7.0
Rice	29.2	35.0	-19.9	Oranges and Products	136.4	145.4	6.6
Dairy and Products	26.4	27.5	-3.9	Raspberries and Blackberries ²	125.6	101.2	-19.4
Sweet Potatoes	20.0	26.4	-31.7	Cauliflower	93.9	93.0	-1.0
Table Grapes	7.6	12.5	-65.4	Spinach	87.5	87.5	0.0
Lemons	20.8	11.5	44.5	Peaches and Nectarines	79.0	73.4	-7.0
Onions	6.5	9.4	-44.6	Lemons	66.4	70.8	6.7
Grapefruit	8.2	8.3	-0.4	Walnuts	82.1	66.1	-19.5
Dry Beans	3.3	7.9	-138.9	Carrots	71.1	65.7	-7.5
Dates	7.9	7.9	0.5	Broccoli	83.5	65.4	-21.7
Flowers and Nursery	2.7	7.6	-182.1	Pistachios	67.8	58.9	-13.2
Blueberries	1.5	6.2	-315.7	Celery	63.5	57.5	-9.4
Garlic	3.7	5.6	-48.6	Rice	58.2	57.2	-1.6
Oranges and Products	5.2	5.3	-2.4	Melons	52.2	48.0	-7.9
Cotton	7.2	5.3	27.2	Onions	38.2	43.5	13.8
Strawberries	4.5	4.2	6.5	Tomatoes, Fresh	39.5	38.5	-2.6
Tangerines and Mandarins	7.7	3.8	50.3	Raisins	33.9	35.6	4.9
Asparagus	1.2	3.2	-157.9	Flowers and Nursery	32.9	30.5	-7.4
Avocados	0.0	2.6	NA	Blueberries	29.4	29.6	0.5
Raspberries and Blackberries ²	2.6	2.5	3.7	Tangerines and Mandarins	30.2	25.5	-15.6
				Pears	25.9	24.8	-4.2
				Bell and Chili Peppers	25.4	24.7	-2.6
				Plums	23.3	21.9	-6.0
				Cherries	24.8	19.5	-21.2
				Grape Juice	19.7	18.3	-7.4
				Olives and Olive Oil	15.7	17.0	8.3
				Garlic	14.5	15.7	8.0
				Cabbage	10.6	15.0	41.1
				Dates	13.5	14.0	3.2
				Potatoes	12.5	13.6	8.9
				Dried Plums	15.1	11.7	-22.3
				Sweet Potatoes	9.5	9.6	1.4
				Apricots	8.1	8.7	6.9
				Avocados	13.0	7.8	-39.8
				Figs	8.2	7.1	-14.1
				Grapefruit	5.9	6.4	9.8
				Dry Beans	1.1	3.9	259.1
				Asparagus	5.4	3.7	-30.2
				Hay	3.2	3.5	10.1
				Mushrooms	2.1	2.6	21.5
				Kiwi	3.2	2.6	-20.1
				Artichokes	2.3	2.3	-0.5

Major California Agricultural Exports to the Top 15 Destinations, 2015 and 2016

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
	2015	2016	Percent Change 2015 to 2016		2015	2016	Percent Change 2015 to 2016
3- China/Hong Kong	1,726.3	2,044.3	18.4	5- Mexico	1,059.5	1,024.6	-3.3
Pistachios	177.7	530.5	198.6	Dairy and Products	454.1	420.9	-7.3
Almonds	529.3	518.1	-2.1	Tomatoes, Processed	90.8	91.1	0.3
Wine	146.4	161.0	9.9	Almonds	105.1	78.7	-25.1
Oranges and Products	91.1	133.0	46.1	Table Grapes	92.5	78.7	-14.9
Dairy and Products	153.6	126.3	-17.7	Walnuts	23.5	66.8	183.8
Hay	94.4	101.7	7.7	Flowers and Nursery	38.4	42.2	9.9
Cotton	58.4	88.5	51.5	Strawberries	33.6	36.8	9.7
Table Grapes	87.4	86.5	-1.0	Peaches and Nectarines	24.6	21.6	-11.9
Walnuts	143.7	78.0	-45.7	Rice	19.6	19.3	-2.0
Beef and Products ³	92.5	75.9	-18.0	Pistachios	19.5	17.0	-12.7
Raisins	33.2	29.2	-12.2	Wine	15.7	15.7	-0.5
Plums	16.0	20.4	27.7	Raisins	15.3	12.4	-19.1
Lemons	24.2	20.3	-16.2	Oranges and Products	11.8	12.4	5.2
Cherries	21.7	18.4	-15.3	Onions	11.0	9.4	-14.7
Tomatoes, Processed	14.1	11.9	-15.6	Pears	6.7	7.2	7.8
Dried Plums	8.5	9.4	10.6	Kiwi	7.7	7.2	-7.1
Strawberries	9.3	9.1	-1.6	Cotton	6.5	6.4	-2.8
Rice	1.6	3.9	151.2	Dried Plums	5.4	6.2	15.7
Celery	3.4	3.5	4.6	Beef and Products ³	4.4	6.1	37.9
Flowers and Nursery	1.2	2.2	78.9	Lettuce	6.8	5.9	-13.0
Blueberries	5.2	2.2	-58.1	Potatoes	5.8	5.7	-2.0
Avocados	0.5	2.2	320.2	Spinach	4.5	5.6	25.5
				Plums	6.0	5.1	-14.1
4- Japan	1,591.8	1,439.9	-9.5	Olives and Olive Oil	6.5	4.8	-26.5
Rice	277.6	234.1	-15.7	Lemons	2.5	4.4	75.0
Almonds	321.7	232.7	-27.7	Figs	4.1	4.0	-3.8
Hay	122.1	111.1	-9.0	Apricots	2.8	3.9	38.6
Beef and Products ³	102.0	104.0	1.9	Garlic	4.4	3.8	-14.4
Walnuts	116.7	98.6	-15.5	Raspberries and Blackberries ²	1.7	3.6	117.8
Oranges and Products	69.2	85.2	23.2	Melons	2.8	3.5	23.2
Wine	100.1	81.4	-18.7	Cottonseed and Byproducts	1.7	3.0	77.3
Raisins	64.8	65.6	1.3	Carrots	3.1	2.2	-26.6
Lemons	63.1	59.0	-6.4				
Dairy and Products	81.2	58.9	-27.5	6- Korea	974.0	894.5	-8.2
Table Grapes	22.1	43.6	97.3	Oranges and Products	164.3	182.5	11.1
Tomatoes, Processed	49.0	39.6	-19.1	Almonds	214.2	174.6	-18.5
Dried Plums	32.9	33.8	2.8	Rice	132.5	106.6	-19.6
Broccoli	22.3	33.7	50.9	Walnuts	113.7	93.4	-17.9
Strawberries	28.1	27.2	-3.3	Beef and Products ³	72.0	86.7	20.4
Tangerines and Mandarins	11.5	16.6	43.6	Dairy and Products	65.4	50.7	-22.5
Pistachios	20.2	15.8	-21.9	Hay	52.5	50.0	-4.8
Grapefruit	11.5	11.8	2.7	Table Grapes	16.7	28.0	67.8
Cauliflower	11.4	11.1	-2.4	Tomatoes, Processed	24.7	20.7	-16.4
Raspberries and Blackberries ²	10.4	9.7	-6.9	Wine	19.6	18.7	-4.8
Cherries	6.8	6.5	-3.7	Lemons	27.1	17.6	-35.0
Onions	5.6	5.9	5.1	Cherries	20.0	16.2	-18.7
Kiwi	1.2	5.3	345.0	Raisins	10.3	9.5	-7.0
Avocados	4.3	5.1	19.6	Pistachios	7.2	5.8	-19.3
Celery	4.0	5.1	26.3	Dried Plums	3.5	5.1	47.8
Cotton	5.5	4.9	-10.7	Strawberries	7.4	4.6	-36.9
Asparagus	1.8	4.6	157.4	Avocados	3.9	4.2	7.8
Lettuce	2.1	3.4	61.9	Cotton	4.7	4.1	-13.3
Olives and Olive Oil	2.8	3.1	10.4	Grapefruit	3.3	3.2	-1.0
Potatoes	1.3	3.0	130.2	Blueberries	3.5	2.0	-43.3
Melons	2.5	2.9	14.3				
Garlic	1.7	2.7	57.7				
Grape Juice	4.0	2.5	-38.0				
Blueberries	2.8	2.1	-24.9				

Major California Agricultural Exports to the Top 15 Destinations, 2015 and 2016

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹			Destination by Rank	Approximate Export Value \$1 Million ¹		
			Percent Change 2015 to 2016				Percent Change 2015 to 2016
	2015	2016			2015	2016	
7- India	664.6	663.9	-0.1	11- Taiwan	305.0	314.2	3.0
Almonds	534.4	489.9	-8.3	Table Grapes	34.6	43.3	24.9
Cotton	43.1	119.5	177.1	Almonds	44.2	37.4	-15.5
Walnuts	58.3	28.0	-51.9	Beef and Products ³	25.7	26.0	1.1
Dairy and Products	4.9	7.1	43.1	Walnuts	29.0	22.9	-21.0
Table Grapes	7.7	5.4	-29.7	Rice	25.1	20.0	-20.3
Garlic	0.0	3.7	NA	Oranges and Products	8.6	17.8	107.6
Pistachios	7.5	2.7	-64.3	Peaches and Nectarines	17.1	17.1	-0.2
				Lettuce	14.2	16.9	19.0
8- Turkey	338.1	414.2	22.5	Hay	12.1	13.5	11.5
Walnuts	153.0	189.8	24.0	Dairy and Products	14.9	13.3	-10.7
Almonds	141.7	166.3	17.4	Wine	9.6	11.3	18.8
Rice	0.1	22.4	26,919.3	Raisins	12.2	10.7	-12.0
Cotton	13.6	16.0	18.0	Cauliflower	7.1	9.7	37.2
Tomatoes, Processed	19.7	7.7	-60.8	Broccoli	4.7	7.5	58.3
Pistachios	4.4	7.6	73.3	Tomatoes, Processed	7.0	7.1	1.5
				Cherries	6.3	6.2	-1.3
9- United Arab Emirates	518.3	401.5	-22.5	Onions	4.9	5.9	20.4
Almonds	375.9	240.0	-36.2	Plums	6.1	5.4	-11.4
Walnuts	39.9	60.8	52.2	Celery	3.9	5.1	29.9
Hay	24.5	29.5	20.1	Potatoes	1.2	2.9	143.4
Tomatoes, Processed	16.4	18.0	10.0	Cotton	4.7	2.4	-48.1
Strawberries	7.0	8.5	21.8	Pistachios	2.7	2.2	-20.6
Wine	9.6	7.9	-17.5				
Rice	4.3	7.3	68.0	12- Australia	273.8	232.9	-14.9
Dairy and Products	8.8	7.0	-20.4	Table Grapes	38.7	42.7	10.2
Pistachios	9.8	4.8	-50.4	Walnuts	42.7	26.6	-37.7
Table Grapes	12.4	4.6	-63.0	Dairy and Products	29.1	25.6	-12.2
Raspberries and Blackberries ²	3.0	3.6	20.3	Oranges and Products	29.0	19.3	-33.7
Oranges and Products	1.2	2.5	111.3	Dates	18.2	19.2	5.0
				Almonds	18.1	18.8	3.9
10- Vietnam	306.5	383.1	25.0	Tomatoes, Processed	15.0	13.8	-7.9
Almonds	77.1	157.1	103.8	Pistachios	22.1	12.7	-42.4
Walnuts	88.6	60.3	-31.9	Lemons	12.7	11.2	-11.3
Dairy and Products	70.7	43.8	-38.0	Rice	11.2	8.7	-22.0
Pistachios	8.8	29.6	236.8	Peaches and Nectarines	6.1	6.7	9.9
Wine	12.3	27.2	121.7	Dried Plums	6.3	5.6	-11.2
Table Grapes	15.5	23.6	52.1	Wine	5.8	5.1	-12.2
Cotton	15.1	22.3	48.3	Cherries	2.6	2.5	-2.9
Dried Plums	4.5	7.2	60.5	Raisins	3.2	2.2	-30.0
Raisins	5.1	4.8	-6.8	Onions	2.3	2.1	-6.3
Beef and Products ³	2.7	2.5	-5.9				
Oranges and Products	2.9	2.2	-25.7	13- Saudi Arabia	172.5	191.5	11.0
				Almonds	73.7	59.9	-18.7
				Rice	12.6	38.3	204.4
				Hay	6.4	21.4	234.7
				Dairy and Products	28.0	16.1	-42.7
				Strawberries	11.2	14.1	25.5
				Walnuts	12.2	13.9	13.8
				Pistachios	7.7	9.8	26.8
				Tomatoes, Processed	8.7	4.6	-46.7
				Dried Plums	0.2	3.2	2,060.0
				Raspberries and Blackberries ²	2.0	3.2	55.9

Major California Agricultural Exports to the Top 15 Destinations, 2015 and 2016

Commodities ¹ and Destinations	Approximate Export Value \$1 Million ¹		Percent Change 2015 to 2016	Destination by Rank	Approximate Export Value \$1 Million ¹		Percent Change 2015 to 2016
	2015	2016			2015	2016	
14- Philippines	189.7	187.7	-1.1	15- Indonesia	141.5	140.8	-0.5
Dairy and Products	99.9	90.8	-9.1	Dairy and Products	73.0	62.5	-14.4
Table Grapes	32.9	45.7	38.8	Table Grapes	29.7	29.7	0.1
Wine	9.7	10.6	9.0	Cotton	6.6	12.4	87.5
Tomatoes, Processed	12.7	8.5	-33.2	Almonds	11.0	11.4	4.4
Oranges and Products	6.3	6.9	9.2	Raisins	3.2	4.2	32.7
Raisins	8.1	6.6	-17.5	Onions	4.1	3.9	-3.2
Pistachios	2.0	3.1	54.7	Dates	1.8	3.1	70.1
Beef and Products ³	3.7	2.9	-19.7	Beef and Products ³	1.0	2.8	168.5
Lemons	2.0	2.4	21.0	Lemons	1.9	2.4	29.2
Almonds	2.7	2.2	-18.9				

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), 2015 and 2016

(Approximate Export Value, \$1 Million)

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

2015

Rank	EU-28 Member ¹	Almonds	Wine	Pistachios	Walnuts	Raisins	Other	Total ³
							Principal Products ²	
1	Germany	434	91	68	141	18	65	817
2	Spain	679	2	14	103	<1	11	810
3	United Kingdom	132	270	15	22	26	81	546
4	Netherlands	170	31	82	80	6	88	457
5	Italy	193	38	20	67	<1	47	365
6	Belgium	101	23	164	13	2	8	310
7	France	86	40	38	1	<1	10	176
8	Sweden	31	30	<1	9	13	11	94
9	Denmark	34	26	<1	<1	7	3	70
10	Luxembourg	<1	3	19	<1	<1	<1	21
	Other EU Members ⁴	117	57	8	8	7	33	230
	Total ³	1,977	611	428	444	79	358	3,896

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 "Other EU Members" in 2016 include Austria, Bulgaria, Cyprus, Croatia, Czech Republic, Estonia, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, Portugal, Romania, Slovak Republic, and Slovenia. In 2015 "Other EU Members" included Poland and not Luxembourg. All these countries combined account for just over 4 percent of California agricultural exports to the EU in 2016.

Source: University of California, Agricultural Issues Center.

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2015 and 2016

(Export Volumes in Farm Weight Basis)

Commodity		2015		Ratio of Quantity Exported to Quantity Produced	2016		Ratio of Quantity Exported to Quantity Produced
		Quantity Exported ¹	Quantity Produced		Quantity Exported ¹	Quantity Produced	
		Farm-Gate Units	1,000 Farm-Gate Units		1,000 Farm-Gate Units		
Almonds	cwt.	12,397	19,000	0.65	14,472	21,400	0.68
Apples ²	cwt.	769	2,000	0.38	627	2,500	0.25
Apricots	short tons	8	39	0.20	13	56	0.23
Artichokes ²	cwt.	33	918	0.04	37	986	0.04
Asparagus ²	cwt.	2	234	0.01	5	208	0.02
Avocados ²	short tons	8	201	0.04	12	143	0.09
Beef and Products ^{2,3}	liveweight cwt.	1,305	18,802	0.07	1,443	18,147	0.08
Bell and Chili Peppers ²	cwt.	364	9,932	0.04	335	11,266	0.03
Blueberries ²	cwt.	233	639	0.36	218	597	0.37
Broccoli ²	cwt.	1,871	20,880	0.09	2,082	21,350	0.10
Cabbage ²	cwt.	365	5,865	0.06	500	5,760	0.09
Carrots ²	cwt.	1,617	22,928	0.07	1,482	21,873	0.07
Cauliflower ²	cwt.	1,956	5,814	0.34	2,309	5,814	0.40
Celery ²	cwt.	2,324	16,180	0.14	2,204	16,000	0.14
Cherries	short tons	25	60	0.43	19	53	0.37
Cotton	bales	597	526	1.13	409	740	0.55
Cottonseed and Byproducts	short tons	19	199	0.10	22	277	0.08
Dairy and Products ⁴	cwt.	116,053	408,655	0.28	118,366	404,359	0.29
Dates ²	short tons	8	39	0.21	8	31	0.27
Dried Plums ²	short tons	146	319	0.46	121	157	0.77
Dry Beans	cwt.	616	1,029	0.60	545	1,141	0.48
Eggs	100-dozens	50	2,752	0.02	40	2,895	0.01
Figs ²	short tons	14	32	0.46	13	32	0.42
Garlic ²	cwt.	683	3,977	0.17	1,673	3,690	0.45
Grapefruit ²	short tons	77	152	0.51	67	160	0.42
Grapes, All ⁵	short tons	1,405	6,792	0.21	1,320	6,726	0.20
Hay	short tons	1,085	5,451	0.20	1,227	5,040	0.24
Kiwi ²	short tons	8	21	0.36	10	28	0.34
Lemons ²	76 lb. boxes	3,474	21,000	0.17	3,561	20,500	0.17
Lettuce ²	cwt.	4,764	63,828	0.07	4,869	66,117	0.07
Melons	cwt.	1,972	16,651	0.12	2,004	17,920	0.11
Olives and Olive Oil	short tons	53	179	0.30	62	160	0.39
Onions	cwt.	4,118	19,665	0.21	4,010	19,271	0.21
Oranges and Products ²	short tons	831	2,340	0.36	854	2,012	0.42
Peaches and Nectarines ²	cwt.	1,260	15,372	0.08	1,283	14,542	0.09
Pears ²	short tons	26	191	0.13	18	175	0.10
Pistachios	cwt., in shell	2,435	2,700	0.90	3,460	8,965	0.39
Plums	short tons	38	105	0.37	32	135	0.24
Potatoes ²	cwt.	1,349	13,808	0.10	1,865	13,305	0.14
Raspberries and Blackberries ^{2,6}	cwt.	479	2,060	0.23	405	2,150	0.19
Rice ²	cwt.	18,985	37,877	0.50	22,514	47,394	0.48
Spinach	cwt.	619	5,192	0.12	652	5,176	0.13
Strawberries ²	cwt.	2,881	27,697	0.10	2,963	28,775	0.10
Sweet Potatoes	cwt.	862	6,290	0.14	1,109	6,200	0.18
Tangerines and Mandarins	short tons	40	868	0.05	38	956	0.04
Tomatoes, Fresh	cwt.	632	9,424	0.07	664	9,425	0.07
Tomatoes, Processed	short tons	3,926	14,361	0.27	3,806	12,647	0.30
Turkey	liveweight cwt.	209	3,381	0.06	206	3,238	0.06
Walnuts ²	short tons	360	606	0.59	454	686	0.66
Wheat ²	bushels	2,768	18,595	0.15	1,244	17,302	0.07
Weighted Average ⁷				0.26			0.26

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

² Quantities for 2015 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.