



California

Agricultural Exports

2015-2016



California Agricultural Exports

In 2015, California’s agricultural exports totaled \$20.69 billion, representing a decrease of 4 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, 2014, and 2015.

California’s top valued agricultural export commodity continues to be almonds, with a value of \$5.14 billion in foreign sales in 2015. During the same year, California dairy products recorded a foreign export value of \$1.63 billion, achieving a ranking second to almonds. This figure, however, represents a decrease of 32.7 percent from 2014.

The principle 57 export commodities accounted for \$17.98 billion in export value in 2015, or 87 percent of the total value of California’s agricultural exports, while the remaining 13 percent of exports were associated with “Other Products and Mixtures.” Of the top 57 commodities exported, 14 showed an increase in export value of 5 percent or more, compared to the previous year, while 31 experienced a decrease in export value of 5 percent or more.

California’s share of total U.S. agricultural exports for 2015 was 15.6 percent – slightly higher than the 14.4 percent reported last year. California’s top 10 export destinations – European Union, Canada, China/Hong Kong, Japan, Mexico, Korea, India, United Arab Emirates, Turkey, and Vietnam – accounted for 70.3 percent of the 2015 export value. India showed the largest growth in total export value compared to the previous year at 32.2 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Data to compute agricultural exports are derived from official government sources published industry sources and unpublished information from the government and the industry.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, 2005-2015

Year	Export Value \$1 Billion
2015	\$20.69
2014	\$21.54
2013	\$21.55
2012	\$18.45
2011	\$17.23
2010	\$14.75
2009	\$12.44
2008	\$12.90
2007	\$11.17
2006	\$9.82
2005	\$9.37

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, 2013-2015

2015 Rank	Product	2013	2014	2015	Change in Value 2014 to 2015 (In Percent) ¹
			\$1 Million		
1	Almonds ^{2,3}	4,164	4,528	5,144	13.6
2	Dairy and Products ³	2,408	2,423	1,632	-32.7
3	Walnuts ³	1,380	1,446	1,485	2.7
4	Wine	1,453	1,392	1,480	6.3
5	Pistachios	1,244	1,124	848	-24.6
6	Tomatoes, Processed ³	685	784	813	3.7
7	Table Grapes	927	890	766	-14.0
8	Rice ³	705	681	751	10.3
9	Oranges and Products	676	573	582	1.6
10	Strawberries	394	408	390	-4.5
11	Seeds for Sowing	320	324	340	4.8
12	Raisins	382	409	335	-17.9
13	Hay	325	289	320	10.7
14	Lettuce	377	338	315	-6.7
15	Beef and Products ⁴	436	404	308	-23.7
16	Lemons	190	250	237	-5.2
17	Cotton ³	573	377	229	-39.3
18	Dried Plums	190	170	182	6.9
19	Raspberries and Blackberries ⁵	158	172	148	-14.1
20	Peaches and Nectarines	162	174	139	-20.4
21	Cauliflower	121	118	117	-1.5
22	Broccoli	126	128	113	-11.2
23	Cherries	135	51	93	83.1
24	Spinach	83	87	92	6.3
25	Flowers and Nursery	101	96	86	-10.7
26	Onions ³	79	81	83	2.4
27	Celery	84	74	81	10.0
28	Carrots	106	102	77	-24.7
29	Melons	67	63	60	-5.0
30	Tangerines and Mandarins	59	50	57	14.0
31	Plums ³	69	65	56	-13.1
32	Blueberries	52	55	50	-9.0
33	Dates	42	40	50	24.0
34	Tomatoes, Fresh	45	51	48	-6.3
35	Pears	45	43	39	-8.0
36	Olives and Olive Oil	33	37	36	-4.0
37	Garlic	32	35	33	-6.6
38	Grapefruit ³	28	33	32	-3.4
39	Grape Juice	46	32	30	-5.4
40	Sweet Potatoes	29	23	30	28.4
41	Dry Beans	28	28	28	1.0
42	Potatoes	35	29	28	-3.2
43	Bell and Chili Peppers	28	27	27	-1.2
44	Avocados	51	34	25	-27.2
45	Wheat	46	19	25	29.9
46	Apples	26	25	22	-9.3
47	Turkey	29	28	22	-23.1

California Agricultural Products Export Values and Rankings, 2013-2015

2015 Rank	Product	2013	2014	2015	Change in Value 2014 to 2015 (In Percent) ¹
			\$1 Million		
48	Figs	17	18	17	-8.9
49	Apricots	18	17	14	-17.5
50	Kiwi	20	19	13	-31.3
51	Cabbage	11	10	12	21.8
52	Chickens	12	12	10	-13.1
53	Asparagus	16	14	10	-30.9
54	Eggs	17	9	5	-39.5
55	Cottonseed and Byproducts	16	8	5	-38.4
56	Mushrooms	4	4	5	17.9
57	Artichokes	4	4	3	-20.5
	Total Principal Commodities⁶	18,908	18,723	17,976	-4.0
	Total Other Products and Mixtures^{3,7}	2,641	2,819	2,712	-3.8
	Total All Agricultural Exports	21,549	21,543	20,687	-4.0

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 2013 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

³ Export values for 2014 were revised based on updated production data from the U.S. Department of Agriculture/National Agricultural Statistics Service.

⁴ Hides and skins are included in the heading "Beef and products."

⁵ "Raspberries and Blackberries" category also includes exports of "Mulberries and Loganberries."

⁶ "Total Principal Commodity" values for 2013 and 2014 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.

Source: University of California, Agricultural Issues Center.



California Share of U.S. Agricultural Exports by Category and Commodity, 2014 and 2015

Commodity	2014		2015		Change in California Share of U.S. Exports 2014 to 2015
	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	20,879	13.8	16,406	12.1	-12.6
Dairy and Products	6,692	36.2	4,928	33.1	-8.6
Beef and Products ¹	8,685	4.7	7,443	4.1	-10.9
Turkey	655	4.3	450	4.8	11.7
Eggs	374	2.4	438	1.3	-48.3
Chicken	4,472	0.3	3,147	0.3	23.5
Field Crops	11,968	21.6	11,505	22.3	3.2
Cotton	4,396	8.6	3,889	5.9	-31.7
Tomatoes, Processed	821	94.6	840	96.8	2.3
Rice	2,013	35.4	2,015	37.3	5.2
Hay	1,121	25.8	1,202	26.6	3.3
Potatoes	199	14.4	183	15.2	5.5
Wheat	1,447	1.2	1,229	2.0	65.6
Sweet Potatoes	111	21.1	140	21.5	1.9
Cottonseed and Byproducts	154	5.1	112	4.3	-16.4
Dry Beans	105	26.4	371	7.6	-71.3
Seeds for Sowing	1,600	20.3	1,526	22.3	9.9
Fruits and Products	8,238	60.6	7,841	61.9	2.0
Wine	1,502	92.7	1,612	91.8	-0.9
Table Grapes	890	100.0	766	100.0	0.0
Oranges and Products	1,179	48.7	1,136	51.2	5.2
Strawberries	464	88.1	446	87.6	-0.6
Blueberries	324	16.8	274	18.1	7.9
Raisins	410	100.0	335	100.0	0.0
Dried Plums	170	100.0	182	100.0	0.0
Peaches and Nectarines	204	72.7	194	71.6	-1.5
Lemons	293	85.4	278	85.2	-0.2
Grapefruit	167	16.6	166	19.1	14.9
Plums	69	98.3	57	98.4	0.1
Cherries	524	9.7	487	19.1	96.9
Melons	160	39.8	151	39.6	-0.4
Raspberries and Blackberries ²	191	89.7	167	88.3	-1.6
Pears	255	16.8	223	17.7	5.2
Grape Juice	80	40.2	69	44.1	9.8
Apples	1,128	2.2	1,076	2.1	-5.0
Kiwi	19	100.0	13	100.0	0.0
Dates	40	100.0	50	100.0	0.0
Olives and Olive Oil ³	37	100.0	36	100.0	0.0
Tangerines and Mandarins	56	90.0	65	87.7	-2.5
Figs	18	100.0	17	100.0	0.0
Apricots	19	86.2	15	89.5	3.8
Avocados	39	89.6	27	91.2	1.8

California Share of U.S. Agricultural Exports by Category and Commodity, 2014 and 2015

Commodity	2014		2015		Change in California Share of U.S. Exports 2014 to 2015
	Total U.S. Export Value	California Percent Share	Total U.S. Export Value	California Percent Share	
	\$1 Million	In Percent	\$1 Million	In Percent	Percent Change
Tree Nuts	7,105	100.0	7,477	100.0	0.0
Almonds	4,532	100.0	5,144	100.0	0.0
Walnuts	1,448	100.0	1,485	100.0	0.0
Pistachios	1,125	100.0	848	100.0	0.0
Vegetables	1,750	61.7	1,628	62.3	1.1
Lettuce	481	70.0	458	68.8	-1.7
Broccoli	132	96.4	120	94.3	-2.2
Carrots	117	87.5	86	89.7	2.5
Tomatoes, Fresh	166	31.0	138	34.9	12.5
Celery	82	89.9	90	90.4	0.5
Onions	278	31.4	258	32.2	2.5
Cauliflower	136	87.5	132	88.2	0.7
Garlic	35	100.0	33	100.0	0.0
Spinach	119	73.0	123		2.3
Bell and Chili Peppers	90	30.2	83	32.6	7.9
Cabbage	36	30.8	40	29.2	-5.3
Flowers and Nursery	396	24.3	389	22.0	-9.2
Total CA Principal Commodities	50,335	37.2	45,246	39.7	6.7
Total Other Products and Mixtures ⁴	99,679	2.8	87,760	3.1	9.2
Total US Agricultural Exports ⁵	150,015	14.4	133,007	15.6	8.3

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, 2014 and 2015 ^{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	
	2014	2015		2014	2015		2014	2015
Almonds (1)			Oranges and Products (9)			Dried Plums (18)		
European Union	39	38	Korea	23	28	European Union	38	43
India	10	10	Canada	24	23	Japan	18	18
China/Hong Kong	9	10	China/Hong Kong	17	16	Canada	8	8
United Arab Emirates	7	7	Japan	13	12	China/Hong Kong	5	5
Japan	6	6	Australia	<5	5	Israel	5	<5
Canada	6	6	Other destinations	23	16	Other destinations	26	26
Korea	5	<5						
Other destinations	19	22	Strawberries (10)	2014	2015	Raspberries and Blackberries (19) ⁴	2014	2015
			Canada	74	71	Canada	85	85
Dairy and Products (2)	2014	2015	Mexico	8	9	Japan	6	7
Mexico	27	28	Japan	9	7	Other destinations	9	8
China/Hong Kong	10	9	Other destinations	10	13			
Canada	<5	9				Peaches and Nectarines (20)	2014	2015
Philippines	8	6	Raisins (12)	2014	2015	Canada	50	57
Japan	5	5	European Union	34	24	Mexico	20	18
Indonesia	5	<5	Japan	13	19	Taiwan	11	12
Vietnam	5	<5	Canada	10	10	Australia	6	<5
Other destinations	39	33	China/Hong Kong	6	10	Other destinations	14	13
			Mexico	5	5			
Walnuts (3)	2014	2015	Other destinations	31		Cauliflower (21)	2014	2015
European Union	32	30				Canada	73	81
Turkey	8	10	Hay (13)	2014	2015	Japan	18	10
China/Hong Kong	13	10	Japan	43	38	Taiwan	6	6
Japan	7	8	China/Hong Kong	25	30	Other destinations	4	4
Korea	8	8	Korea	15	16			
Vietnam	6	6	United Arab Emirates	10	8	Broccoli (22)	2014	2015
Canada	7	6	Other destinations	7	8	Canada	65	74
Other destinations	19	23				Japan	27	20
			Lettuce (14)	2014	2015	Taiwan	6	<5
Wine (4)	2014	2015	Canada	88	89	Other destinations	2	6
European Union	37	41	Taiwan	<5	5			
Canada	29	26	Other destinations	12	7	Cherries (23)	2014	2015
China/Hong Kong	10	10				Canada	28	27
Japan	6	7	Beef and Products (15) ³	2014	2015	China/Hong Kong	18	23
Other destinations	17	16	China/Hong Kong	33	33	Korea	22	21
			Japan	35	30	Japan	9	7
Pistachios (5)	2014	2015	Korea	21	23	Taiwan	8	7
European Union	40	51	Taiwan	6	8	Other destinations	15	15
China/Hong Kong	32	21	Other destinations	5	5			
Canada	7	8				Spinach (24)	2014	2015
Other destinations	21	21	Lemons (16)	2014	2015	Canada	96	95
			Canada	27	28	Mexico	<5	5
Tomatoes, Processed (6)	2014	2015	Japan	26	27	Other destinations	4	0
Canada	34	37	Korea	9	11			
European Union	18	13	China/Hong Kong	16	10	Flowers and Nursery (25)	2014	2015
Mexico	10	11	European Union	6	9	Mexico	44	45
						Other destinations	11	17
Table Grapes (7)	2014	2015	Cotton (17)	2014	2015	Onions (26)	2014	2015
Canada	27	30	China/Hong Kong	33	26	Canada	46	46
Mexico	10	12	India	6	19	Mexico	16	13
China/Hong Kong	14	11	Pakistan	<5	9	European Union	7	8
Australia	6	5	Peru	<5	7	Japan	9	7
Taiwan	<5	5	Vietnam	<5	7	Taiwan	<5	6
Other destinations	43	37	Turkey	13	6	Other destinations	22	20
			Thailand	<5	6			
Rice (8)	2014	2015	Indonesia	7	3	Celery (27)	2014	2015
Japan	35	37	Korea	7	<5	Canada	74	78
Korea	5	18	Other destinations	34	19	Japan	6	5
Jordan	10	11				Taiwan	6	5
Canada	9	8				China/Hong Kong	5	<5
Papua New Guinea	<5	5				Other destinations	14	12
Taiwan	5	<5						
Other destinations	36	22						

Major Destinations for California Agricultural Exports, 2014 and 2015 ^{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	
	2014	2015		2014	2015		2014	2015
Carrots (28)			Garlic (37)			Figs (48)		
Canada	92	92	Canada	40	44	Canada	49	49
Other destinations	8	8	Mexico	13	13	Mexico	30	25
			European Union	13	11	China/Hong Kong	8	12
Melons (29)	2014	2015	Indonesia	6	5	Japan	10	8
Canada	83	87	Japan	6	5	Other destinations	3	7
Mexico	7	5	Australia	7	<5			
Japan	5	<5	Other destinations	16	21	Apricots (49)	2014	2015
Other destinations	4	8				Canada	61	60
			Grapefruit (38)	2014	2015	Mexico	20	20
Tangerines and Mandarins (30)	2014	2015	Japan	36	36	Japan	9	9
Canada	56	53	European Union	31	26	Other destinations	9	11
Japan	16	20	Canada	18	18			
European Union	15	13	Korea	8	10	Kiwi (50)	2014	2015
Australia	5	8	Other destinations	8	9	Mexico	66	58
Other destinations	8	6				Canada	23	24
			Grape Juice (39)	2014	2015	Japan	<5	9
Plums (31)	2014	2015	Canada	72	65	European Union	<5	5
Canada	44	42	Japan	7	13	Other destinations	11	5
China/Hong Kong	20	28	China/Hong Kong	5	6			
Taiwan	7	11	Philippine	<5	6	Cabbage (51)	2014	2015
Mexico	15	11	Korea	10	<5	Canada	89	91
Other destinations	13	9	Other destinations	5	11	Barbados	6	5
						Other destinations	4	4
Blueberries (32)	2014	2015	Sweet Potatoes (40)	2014	2015	Asparagus (53)	2014	2015
Canada	60	59	European Union	62	67	Canada	51	56
China/Hong Kong	15	11	Canada	36	32	Japan	23	19
Korea	<5	7	Other destinations	2	2	European Union	10	13
Japan	8	6				Australia	5	<5
Other destinations	17	17	Dry Beans (41)	2014	2015	Switzerland	<5	<5
			European Union	44	43	Other destinations	10	13
Dates (33)	2014	2015	Canada	13	14			
Australia	41	37	Japan	10	9	Cottonseed and Byproducts (55)	2014	2015
Canada	30	27	India	6	<5	Mexico	39	36
European Union	9	16	Other destinations	27	34	Korea	17	15
Other destinations	21	20				Saudi Arabia	14	13
			Potatoes (42)	2014	2015	Japan	11	12
Tomatoes, Fresh (34)	2014	2015	Canada	48	45	Canada	8	10
Canada	88	82	Mexico	19	21	China/Hong Kong	<5	6
Mexico	10	15	Japan	<5	5	Other destinations	12	8
Other destinations	2	3	Korea	<5	5			
			Other destinations	33	25	Artichokes (56)	2014	2015
Pears (35)	2014	2015	Bell and Chili Peppers (43)	2014	2015	Canada	74	74
Canada	60	66	Canada	95	94	Mexico	22	21
Mexico	18	17	Other destinations	5	6	Other destinations	4	5
Other destinations	22	17						
			Avocado (44)	2014	2015			
Olives and Olive Oil (36)	2014	2015	Canada	52	52			
Canada	38	44	Japan	26	17			
Mexico	14	18	Korea	8	16			
Japan	8	8	Singapore	5	8			
European Union	15	<5	Other destinations	9	7			
Other destinations	25	25						

¹ This table shows destinations that receive shares of total exports greater than or equal to 5 percent of each commodity in either 2014 or 2015 for which reliable data are available. The commodities are listed alphabetically and the numbers in parentheses correspond to the 2015 ranking in the Table "California Agricultural Products Export Values and Rankings, 2013-2015."

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, 2014 and 2015

Commodities ¹ and Destinations	Approximate Export Value			Destination by Rank	Approximate Export Value		
	Million Dollars ¹		Percent Change 2014 to 2015		Million Dollars ¹		Percent Change 2014 to 2015
	2014 ²	2015			2014 ²	2015	
1- European Union (EU-28) ³	3,716.7	3,896.3	4.8	2- Canada	3,571.1	3,466.2	-2.9
Almonds	1,748.2	1,976.8	13.1	Wine	410.1	379.6	-7.4
Wine	516.3	610.8	18.3	Tomatoes, Processed	267.2	304.6	14.0
Walnuts	458.0	444.4	-3.0	Almonds	263.1	303.8	15.5
Pistachios	447.7	428.5	-4.3	Lettuce	296.2	279.3	-5.7
Tomatoes, Processed	137.0	105.0	-23.4	Strawberries	301.3	278.4	-7.6
Raisins	139.9	79.7	-43.0	Table Grapes	236.5	232.3	-1.8
Dried Plums	63.7	77.3	21.4	Dairy and Products	180.3	153.4	-14.9
Rice	29.8	29.2	-1.9	Oranges and Products	139.4	136.4	-2.1
Dairy and Products	35.0	26.4	-24.6	Raspberries and Blackberries ⁴	145.3	125.6	-13.6
Lemons	15.3	20.8	36.2	Cauliflower	86.1	93.9	9.1
Sweet Potatoes	14.5	20.0	38.1	Spinach	83.4	87.5	4.9
Grapefruit	8.5	8.2	-3.0	Broccoli	82.7	83.5	0.9
Dates	3.5	7.9	128.9	Walnuts	95.5	82.1	-14.1
Tangerines and Mandarins	7.7	7.7	-0.4	Peaches and Nectarines	86.7	79.0	-8.9
Table Grapes	19.4	7.6	-61.0	Carrots	93.6	71.1	-24.1
Cotton	10.3	7.2	-30.0	Pistachios	74.8	67.8	-9.3
Onions	6.3	6.5	3.6	Lemons	66.8	66.4	-0.6
Oranges and Products	4.0	5.2	31.2	Celery	54.6	63.5	16.3
Strawberries	7.0	4.5	-36.0	Rice	63.0	58.2	-7.7
Garlic	4.7	3.7	-20.3	Melons	53.0	52.2	-1.5
Dry Beans	12.2	3.3	-72.8	Tomatoes Fresh	45.1	39.5	-12.5
Flowers and Nursery	8.5	2.7	-68.5	Onions	40.5	38.2	-5.6
Raspberries and Blackberries ⁴	3.4	2.6	-24.3	Raisins	41.5	33.9	-18.4
Cherries	1.8	2.3	27.8	Flowers and Nursery	34.4	32.9	-4.4
Olives and Olive Oil	5.6	1.4	-75.5	Tangerines and Mandarins	28.0	30.2	7.8
				Blueberries	32.9	29.4	-10.5
				Pears	25.9	25.9	-0.2
				Bell and Chili Peppers	25.9	25.4	-2.0
				Cherries	14.2	24.8	74.6
				Plums	28.7	23.3	-18.6
				Grape Juice	23.3	19.7	-15.2
				Olives and Olive Oil	14.1	15.7	11.6
				Dried Plums	14.2	15.1	6.2
				Garlic	14.0	14.5	4.0
				Dates	11.9	13.5	13.6
				Avocados	18.1	13.0	-28.1
				Potatoes	13.7	12.5	-8.9
				Cabbage	9.8	10.6	8.8
				Sweet Potatoes	8.3	9.5	13.3
				Figs	8.9	8.2	-7.8
				Apricots	10.2	8.1	-20.0
				Grapefruit	4.9	5.9	18.5
				Asparagus	7.1	5.4	-25.0
				Kiwi	4.4	3.2	-27.4
				Mushrooms	2.2	2.1	-4.5
				Dry Beans	3.6	1.1	-69.6

Major California Agricultural Exports to the Top 15 Destinations, 2014 and 2015

Commodities ¹ and Destinations	Approximate Export Value Million Dollars ¹			Destination by Rank	Approximate Export Value Million Dollars ¹		
	2014 ²	2015	Percent Change 2014 to 2015		2014 ²	2015	Percent Change 2014 to 2015
3- China/Hong Kong	2,047.2	1,726.3	-15.7	5- Mexico	1,247.3	1,059.5	-15.1
Almonds	402.2	529.3	31.6	Dairy and Products	630.0	454.1	-27.9
Pistachios	362.8	177.7	-51.0	Almonds	80.1	105.1	31.2
Dairy and Products	248.3	153.6	-38.2	Table Grapes	92.5	92.5	0.1
Wine	140.2	146.4	4.4	Tomatoes, Processed	78.9	90.8	15.0
Walnuts	181.9	143.7	-21.0	Flowers and Nursery	42.5	38.4	-9.8
Hay	71.6	94.4	32.0	Strawberries	32.9	33.6	2.2
Beef and Products ⁵	140.6	92.5	-34.2	Peaches and Nectarines	34.2	24.6	-28.1
Oranges and Products	97.8	91.1	-6.9	Walnuts	27.3	23.5	-13.8
Table Grapes	120.4	87.4	-27.4	Rice	22.4	19.6	-12.3
Cotton	124.4	58.4	-53.1	Pistachios	22.9	19.5	-14.9
Raisins	25.7	33.2	29.2	Wine	14.8	15.7	6.5
Lemons	39.5	24.2	-38.8	Raisins	18.8	15.3	-18.4
Cherries	9.2	21.7	135.2	Oranges and Products	9.4	11.8	24.9
Dried Plums	9.0	8.5	-6.2	Lettuce	10.6	6.8	-35.3
Blueberries	8.1	5.2	-35.4	Pears	7.7	6.7	-13.3
Celery	3.7	3.4	-10.1	Olives and Olive Oil	5.3	6.5	23.1
Peaches and Nectarines	2.4	2.1	-13.2	Cotton	14.7	6.5	-55.4
Rice	4.4	1.6	-64.5	Plums	10.1	6.0	-40.6
Lettuce	2.3	1.2	-47.0	Potatoes	5.4	5.8	7.9
				Dried Plums	3.7	5.4	45.6
4- Japan	1,568.9	1,591.8	1.5	Spinach	2.8	4.5	60.8
Almonds	263.1	321.7	22.2	Beef and Products ⁵	5.7	4.4	-21.5
Rice	238.3	277.6	16.5	Garlic	4.5	4.4	-1.5
Hay	125.2	122.1	-2.4	Figs	5.5	4.1	-25.9
Walnuts	106.6	116.7	9.5	Carrots	3.9	3.1	-21.3
Beef and Products ⁵	132.5	102.0	-23.0	Melons	4.8	2.8	-40.2
Wine	83.5	100.1	19.9	Apricots	3.3	2.8	-14.5
Dairy and Products	125.8	81.2	-35.4	Celery	1.7	2.6	48.7
Oranges and Products	72.7	69.2	-4.8	Lemons	3.4	2.5	-26.4
Raisins	54.8	64.8	18.2	Cherries	1.2	2.5	111.4
Lemons	64.7	63.1	-2.5	Cottonseed and Byproducts	3.1	1.7	-44.4
Tomatoes, Processed	35.7	49.0	37.3	Raspberries and Blackberries ⁴	2.1	1.7	-21.5
Dried Plums	30.3	32.9	8.8				
Strawberries	34.9	28.1	-19.3	6- Korea	895.4	974.0	8.8
Broccoli	33.9	22.3	-34.2	Almonds	212.6	214.2	0.7
Table Grapes	22.4	22.1	-1.4	Oranges and Products	133.7	164.3	22.9
Pistachios	23.8	20.2	-15.0	Rice	32.4	132.5	309.3
Tangerines and Mandarins	8.0	11.5	44.6	Walnuts	120.9	113.7	-5.9
Grapefruit	10.0	11.5	15.5	Beef and Products ⁵	85.2	72.0	-15.5
Cauliflower	21.4	11.4	-46.8	Dairy and Products	92.6	65.4	-29.3
Raspberries and Blackberries ⁴	10.4	10.4	-0.5	Hay	44.6	52.5	17.7
Cherries	4.6	6.8	45.8	Lemons	23.1	27.1	17.7
Onions	7.8	5.6	-28.5	Tomatoes Processed	19.6	24.7	25.9
Cotton	11.2	5.5	-50.8	Cherries	11.4	20.0	75.5
Avocados	9.1	4.3	-53.1	Wine	18.1	19.6	8.2
Celery	4.3	4.0	-6.3	Table Grapes	24.7	16.7	-32.5
Grape Juice	2.4	4.0	66.3	Raisins	11.5	10.3	-10.6
Blueberries	4.5	2.8	-37.2	Strawberries	6.0	7.4	23.2
Olives and Olive Oil	2.9	2.8	-2.9	Pistachios	8.0	7.2	-10.7
Melons	3.3	2.5	-22.0	Cotton	26.1	4.7	-81.9
Lettuce	2.0	2.1	2.5	Avocados	2.8	3.9	42.1
Asparagus	3.2	1.8	-43.5	Blueberries	2.3	3.5	51.2
Garlic	2.2	1.7	-21.4	Dried Plums	4.2	3.5	-17.8
Dry Beans	2.9	0.7	-76.7	Grapefruit	2.1	3.3	56.9
				Grape Juice	3.3	1.3	-58.8
				Lettuce	3.1	0.9	-70.1

Major California Agricultural Exports to the Top 15 Destinations, 2014 and 2015

Commodities ¹ and Destinations	Approximate Export Value			Destination by Rank	Approximate Export Value		
	Million Dollars ¹		Percent Change 2014 to 2015		Million Dollars ¹		Percent Change 2014 to 2015
	2014 ²	2015			2014 ²	2015	
7- India	502.7	664.6	32.2	11- Taiwan	312.8	305.0	-2.5
Almonds	440.5	534.4	21.3	Almonds	43.7	44.2	1.2
Walnuts	12.7	58.3	359.5	Table Grapes	28.6	34.6	21.1
Cotton	23.3	43.1	84.8	Walnuts	27.2	29.0	6.7
Table Grapes	5.0	7.7	54.7	Beef and Products ⁵	26.1	25.7	-1.5
Pistachios	6.9	7.5	8.1	Rice	34.3	25.1	-26.9
Dairy and Products	5.7	4.9	-12.8	Peaches and Nectarines	18.3	17.1	-6.1
Tomatoes, Processed	1.8	3.8	114.2	Dairy and Products	18.6	14.9	-20.0
				Lettuce	13.5	14.2	4.9
8- United Arab Emirates	467.9	518.3	10.8	Raisins	13.0	12.2	-6.0
Almonds	331.4	375.9	13.4	Hay	10.3	12.1	17.9
Walnuts	34.3	39.9	16.3	Wine	11.4	9.6	-16.4
Hay	28.7	24.5	-14.7	Oranges and Products	8.8	8.6	-2.5
Tomatoes, Processed	10.6	16.4	54.6	Cauliflower	6.9	7.1	2.8
Table Grapes	8.9	12.4	39.4	Tomatoes, Processed	5.6	7.0	25.0
Pistachios	9.6	9.8	1.1	Cherries	3.8	6.3	64.2
Wine	7.8	9.6	23.1	Plums	4.6	6.1	32.3
Dairy and Products	10.6	8.8	-17.1	Onions	3.0	4.9	64.7
Strawberries	8.0	7.0	-12.2	Broccoli	8.1	4.7	-41.5
Rice	4.8	4.3	-10.6	Cotton	7.0	4.7	-32.3
Raspberries and Blackberries ⁴	5.1	3.0	-41.2	Celery	4.3	3.9	-8.8
				Pistachios	3.9	2.7	-30.3
9- Turkey	418.8	338.1	-19.3	Dried Plums	2.5	2.5	-0.1
Walnuts	109.1	153.0	40.2				
Almonds	141.8	141.7	-0.1	12- Australia	328.0	273.8	-16.5
Tomatoes, Processed	11.4	19.7	72.7	Walnuts	48.0	42.7	-11.0
Cotton	49.7	13.6	-72.6	Table Grapes	54.6	38.7	-29.1
Pistachios	12.6	4.4	-65.0	Dairy and Products	39.2	29.1	-25.7
Raisins	2.3	2.5	10.2	Oranges and Products	24.4	29.0	19.2
Rice	83.6	0.1	-99.9	Pistachios	27.7	22.1	-20.4
				Dates	16.3	18.2	12.2
10- Vietnam	367.9	306.5	-16.7	Almonds	26.3	18.1	-31.1
Walnuts	92.0	88.6	-3.7	Tomatoes, Processed	13.2	15.0	14.2
Almonds	67.1	77.1	14.8	Lemons	12.7	12.7	-0.5
Dairy and Products	118.2	70.7	-40.2	Rice	11.6	11.2	-3.8
Table Grapes	20.3	15.5	-23.5	Dried Plums	6.1	6.3	3.2
Cotton	16.9	15.1	-10.8	Peaches and Nectarines	9.7	6.1	-37.3
Wine	17.0	12.3	-27.8	Wine	9.3	5.8	-37.5
Pistachios	10.6	8.8	-17.3	Tangerines and Mandarins	2.3	4.4	92.4
Raisins	5.6	5.1	-8.3	Raisins	14.9	3.2	-78.7
Dried Plums	4.1	4.5	8.8	Cherries	1.4	2.6	87.2
Oranges and Products	10.3	2.9	-71.7	Onions	3.2	2.3	-28.7
Beef and Products ⁵	1.7	2.7	55.5				
				13- Philippines	262.1	189.7	-27.6
				Dairy and Products	177.7	99.9	-43.8
				Table Grapes	41.5	32.9	-20.7
				Tomatoes, Processed	5.6	12.7	124.9
				Wine	6.9	9.7	40.7
				Raisins	6.4	8.1	26.0
				Oranges and Products	6.8	6.3	-6.3
				Beef and Products ⁵	3.5	3.7	5.1
				Almonds	2.1	2.7	29.8
				Lemons	2.5	2.0	-18.9
				Pistachios	0.9	2.0	114.4
				Walnuts	2.1	1.4	-33.3

Major California Agricultural Exports to the Top 15 Destinations, 2014 and 2015

Commodities ¹ and Destinations	Approximate Export Value Million Dollars ¹			Destination by Rank	Approximate Export Value Million Dollars ¹		
	2014 ²	2015	Percent Change 2014 to 2015		2014 ²	2015	Percent Change 2014 to 2015
14- Saudi Arabia	168.7	172.5	2.2	15- Malaysia	181.6	148.5	-18.2
Almonds	51.2	73.7	44.0	Dairy and Products	76.8	47.5	-38.1
Dairy and Products	50.6	28.0	-44.6	Almonds	20.6	26.6	29.2
Rice	17.7	12.6	-28.9	Table Grapes	30.3	23.3	-23.1
Walnuts	10.7	12.2	14.1	Oranges and Products	19.1	15.9	-16.9
Strawberries	5.1	11.2	120.1	Raisins	10.3	10.9	5.6
Tomatoes, Processed	11.2	8.7	-22.9	Tomatoes, Processed	3.3	4.5	36.0
Pistachios	8.4	7.7	-7.7	Dried Plums	4.2	4.1	-2.0
Hay	2.5	6.4	156.4	Walnuts	2.4	3.9	58.8
Table Grapes	2.6	2.7	2.5	Pistachios	4.9	3.5	-28.1
Raspberries and Blackberries ⁴	1.3	2.0	55.9				
Raisins	2.7	1.6	-42.1				

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 Export values for 2014 were revised based on updated production data.

³ Values of exports to EU in 2014 are updated to include exports to Croatia, which joined the EU in 2013.

⁴ "Raspberries and Blackberries" category also includes exports of "Mulberries and Loganberries."

⁵ "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), 2014 and 2015

(Approximate Export Value, \$Millions)

Rank	EU-28 Member ¹	Almonds	Wine	Pistachios	Walnuts	Raisins	Other Principal Products ²	Total ³
2015								
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
2014								
1	Germany	422	72	80	158	33	60	826
2	Spain	557	2	23	118	1	20	721
3	United Kingdom	103	214	16	17	50	71	471
4	Italy ⁵	165	23	99	56	13	76	431
5	Netherlands ⁵	166	47	22	91	<1	99	425
6	Belgium	77	26	148	8	4	14	277
7	France	80	38	32	1	2	13	167
8	Sweden	22	25	<1	6	17	10	80
9	Denmark	31	28	<1	<1	11	2	72
10	Luxembourg	<1	<1	13	<1	<1	<1	14
	Other EU Members ⁴	117	41	14	4	9	49	234
	Total ³	1,741	516	447	458	140	414	3,717

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 include Austria, Bulgaria, Cyprus, Croatia, Czech Republic, Estonia, Finland, Greece, Hungary, Ireland, Latvia, Lithuania, 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.

⁵ Italy and The Netherlands were inadvertently placed in incorrect order in the 2014 California Agricultural Exports Report.

Source: University of California Agricultural Issues Center.

Ratio of California Farm Quantity Exported to Farm Quantity Produced, 2014 and 2015

(Export Volumes in Farm Weight Basis)

Commodity	Farm-Gate Units	2014		Ratio of Quantity Exported to Quantity Produced	2015		Ratio of Quantity Exported to Quantity Produced
		Quantity Exported ¹	Quantity Produced		Quantity Exported ¹	Quantity Produced	
		1,000 Farm-Gate Units			1,000 Farm-Gate Units		
Almonds ²	cwt.	12,605	18,700	0.67	12,397	19,000	0.65
Apples	cwt.	793	2,400	0.33	769	1,460	0.53
Apricots	short tons	9	55	0.16	8	35	0.22
Artichokes	cwt.	46	949	0.05	33	878	0.04
Asparagus	cwt.	4	341	0.01	2	290	0.01
Avocados ²	short tons	11	140	0.08	8	196	0.04
Beef and Products ^{2,3}	liveweight cwt.	1,593	18,799	0.08	1,305	19,308	0.07
Blueberries ²	cwt.	266	552	0.48	233	622	0.37
Broccoli ²	cwt.	2,463	19,800	0.12	1,862	18,400	0.10
Cabbage ²	cwt.	299	5,670	0.05	365	5,865	0.06
Carrots	cwt.	2,032	23,084	0.09	1,615	21,470	0.08
Cauliflower ²	cwt.	2,356	5,580	0.42	1,957	5,976	0.33
Celery	cwt.	2,441	17,408	0.14	2,323	17,100	0.14
Cherries	short tons	15	29	0.53	25	60	0.42
Cotton ²	bales	882	714	1.24	781		1.49
Cottonseed and Byproducts ²	short tons	33	276	0.12	18	195	0.09
Dairy and Products ^{2,4}	cwt.	116,831	423,051	0.28	118,293	408,655	0.29
Dates ²	short tons	6	33	0.19	8	44	0.19
Dried Plums ²	short tons	151	324	0.46	151	330	0.46
Dry Beans ²	cwt.	737	1,061	0.69	616	1,029	0.60
Eggs ²	100-dozens	95	3,822	0.02	95	2,752	0.03
Figs ²	short tons	16	33	0.49	14	30	0.48
Garlic	cwt.	741	3,795	0.20	684	3,713	0.18
Grapefruit ²	short tons	80	192	0.41	77	152	0.51
Grapes, All ^{2,5}	short tons	1,603	6,935	0.23	1,405	6,847	0.21
Hay ²	short tons	1,023	5,693	0.18	1,085	5,451	0.20
Kiwi ²	short tons	12	28	0.43	8	23	0.33
Lemons ²	76 lb. boxes	3,814	20,600	0.19	3,453	20,500	0.17
Lettuce ²	cwt.	5,276	62,490	0.08	4,764	61,613	0.08
Melons ²	cwt.	2,206	17,279	0.13	1,971	16,651	0.12
Olives and Olive Oil ²	short tons	55	95	0.58	53	179	0.30
Onions ²	cwt.	4,037	19,865	0.20	4,145	19,665	0.21
Oranges and Products ²	short tons	724	1,928	0.38	800	2,168	0.37
Peaches and Nectarines	cwt.	1,584	16,260	0.10	1,256	15,192	0.08
Pears	short tons	29	189	0.15	26	195	0.13
Peppers, Bell and Chili ²	cwt.	339	12,618	0.03	366	11,255	0.03
Pistachios	cwt., in shell	3,465	5,140	0.67	2,435	2,700	0.90
Plums ²	short tons	45	113	0.39	38	105	0.37
Potatoes	cwt.	1,358	15,557	0.09	1,348	13,481	0.10
Raspberries and Blackberries ⁶	cwt.	597	1,450	0.41	476	1,738	0.27
Rice ²	cwt.	18,556	37,936	0.49	18,985	37,441	0.51
Sweet Potatoes	cwt.	639	5,225	0.12	861	6,290	0.14
Tangerines and Mandarins ²	short tons	35	748	0.05	40	868	0.05
Tomatoes, Fresh	cwt.	641	10,175	0.06	631	9,424	0.07
Tomatoes, Processed	short tons	4,087	14,010	0.29	3,917	14,361	0.27
Turkey	liveweight cwt.	173	3,102	0.06	208	3,381	0.06
Walnuts ²	short tons	300	571	0.53	360	603	0.60
Wheat ²	bushels	1,901	18,350	0.10	2,747	16,680	0.16
Weighted Average ⁷				0.27			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 2014 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 products, mushrooms and seeds for sowing are not included because reliable data on export quantity is not available.

Source: University of California Agricultural Issues Center.