

California AG Export Facts.

- In 2017 California's agricultural exports totaled \$20.56 billion in value, representing an increase of 2.2 percent compared to the previous year.
- 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.
- California Exports \$2 billion worth of Ag products to China and is CA AG's third largest trading partner.

- Export to China, percentage of top Ag exports:

<u>Crop</u>	<u>Crops' Percent Exported to China</u>
Almonds	11%
Dairy	12%
Pistachios	44%
Wine	13%
Oranges and Orange products	18%
Cherries	27%
Cotton	28%
Plums	41%

- A report by Daniel A. Sumner and Tristan M. Hanon of UC Davis estimated “*large potential losses caused by diverting quantities from lost markets into the remaining market. Almonds alone account for about \$1.6 billion in losses. Pistachios face losses of about \$380 million. Major losses are experienced by many commodities. These are large in absolute terms and as a share of industry revenues.*”
- Recent new reports that wine exports from the United States to China fell by almost 25 percent due to the tariffs imposed last year.