

IV.3 International Exports

California is integrated in national and global markets and international exports are an important part of its agribusiness. Between 1995 and 1999, California exported between 16% and 19% of its agricultural production to international markets annually. These exports accounted for between 12% and 13% of total U.S. agricultural exports in each year. Although export values of particular commodities can vary from year to year due to weather, supply and demand, and many other dynamic factors, there are some consistent trends.

- California is the major or sole exporter of many crops, accounting for over 85% of total U.S. exports of 24 commodities and for 100% of 12. Almonds, cotton, grape products, and dairy products are the highest value exports. Fruit, tree-nuts and vegetables represent more than half of the total export value.
- The export value of all grape products—wine, raisins, table grapes, and grape juice—was just over one billion dollars in 1999. Between 1995 and 1998, wine exports increased each year for a total increase of 141%. Wine exports decreased slightly in 1999.

TABLE 43

California's Agricultural Export Profile, 1998 and 1999

Commodity	1999 Rank (by value)	1998 California Export Value (\$ Million)	1999 California Export Value (\$ Million)	1999 United States Export Value (\$ Million)	1999 California Exports as a Percent of U.S. Export Value	1999 Ratio of California Farm Quantity Exported to Farm Quantity Produced* (Percent)
Almonds	1	759.5	623.8	623.8	100	57
Wine	2	505.7	498.5	524.2	95	18**
Cotton	3	733.7	429.5	1,033.4	42	64
Table Grapes	4	265.5	312.6	314.1	100	18**
Milk & Cream	5	275.1	311.1	985.4	32	7
Tomatoes, Processed	6	224.4	222.8	233.6	95	10
Rice	7	208.0	194.2	944.2	21	33
Raisins	8	194.6	191.7	191.7	100	18**
Walnuts	9	150.5	147.5	147.5	100	25
Lettuce	10	125.6	144.6	159.4	91	9
Beef and Products	11	162.3	141.5	4,270.6	3	9
Oranges	12	320.2	139.1	524.7	27	27
Strawberries	13	122.0	133.7	143.5	93	13
Prunes	14	134.1	130.2	130.2	100	40
Peaches/Nectarines	15	92.0	108.2	128.2	84	16
Pistachios	16	120.3	89.4	89.4	100	42
Broccoli	17	88.8	87.4	98.6	89	16
Hay	18	89.8	86.9	304.4	29	7
Lemons	19	87.1	86.8	96.4	90	16
Cherries	20	13.7	63.8	147.5	43	21
Tomatoes, Fresh	21	36.9	56.6	122.7	46	15
Carrots	22	50.0	55.5	69.0	80	7
Cauliflower	23	51.6	52.3	58.6	89	25
Plums	24	52.4	51.9	53.0	98	31
Flowers & Nursery	25	47.2	45.1	299.2	15	NA
Asparagus	26	40.6	44.5	49.9	89	30
Grapefruit	27	41.1	43.3	274.4	16	44
Onions	28	39.7	42.6	153.7	28	27
Celery	29	42.5	40.0	42.8	93	15
Apples	30	35.3	38.1	400.9	9	24

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Melons	31	35.3	36.9	86.4	43	8
Grape Juice	32	28.5	31.6	69.4	46	18**
Garlic	33	36.2	30.4	30.4	100	13
Dry Beans	34	25.4	22.1	241.6	9	35
Pears	35	17.2	21.7	98.3	22	9
Apricots	36	11.3	15.6	16.1	97	26
Eggs	37	7.7	12.8	169.0	8	2
Olives	38	13.3	12.5	12.5	100	8
Chickens	39	12.8	11.2	1,524.1	1	4
Dates	40	11.0	10.9	10.9	100	16
Turkey	41	13.1	10.6	179.9	6	13
Kiwi	42	8.0	9.2	9.2	100	30
Bell Peppers	43	12.7	8.6	39.5	22	3
Figs	44	5.8	7.6	7.6	100	18
Avocados	45	5.2	7.2	7.6	95	5
Cottonseed Oil	46	7.2	6.6	76.7	9	16
Wheat	47	13.5	5.7	3,827.5	0	4
Artichokes	48	2.7	3.9	3.9	100	7
Potatoes	49	5.6	3.5	85.2	4	1
Mushrooms	50	1.0	1.1	20.6	5	4
Total, 50 Principal Commodities		5,383.9	4,882.6	19,131.2	25.5	16***
Total Other Products		1,265.9	1,232.2	29,167.9	4.2	
Total All Agricultural Exports		6,649.7	6,114.8	48,299.1	12.7	

* This ratio is expressed as a percentage and is derived by dividing the farm quantity exported in 1999 by the farm quantity produced in 1999. The ratio does not necessarily represent the share of 1999 production that was exported, since much of the production of summer and fall harvested crops is often exported in the subsequent year, and conversely a sizeable share of current calendar-year exports were likely produced in the previous year.

** Calculated for all grapes, including table grapes, wine grapes, raisin grapes, and grapes for grape juice.

*** Weighted average.

Source: Kuminoff, et al., "California's 1999 International Agricultural Exports," *AIC Issues Brief*, no. 13, 2000.

- The top 10 destinations by value for California’s 1999 agricultural exports were Canada, Japan, Mexico, United Kingdom, Hong Kong, Taiwan, Germany, South Korea, Netherlands and Spain.

FIGURE 58

California Agricultural Exports by Category, 1999

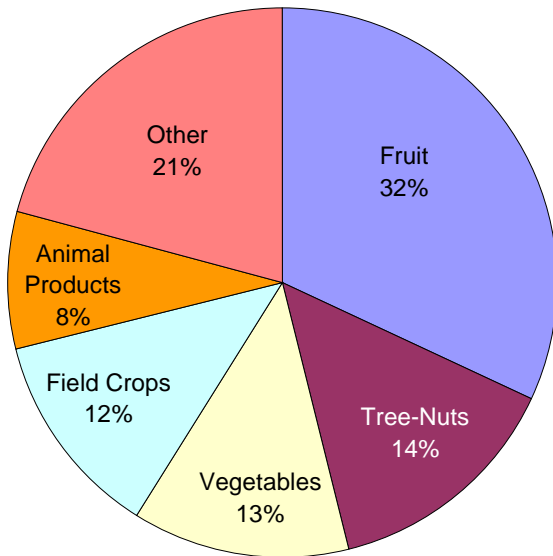
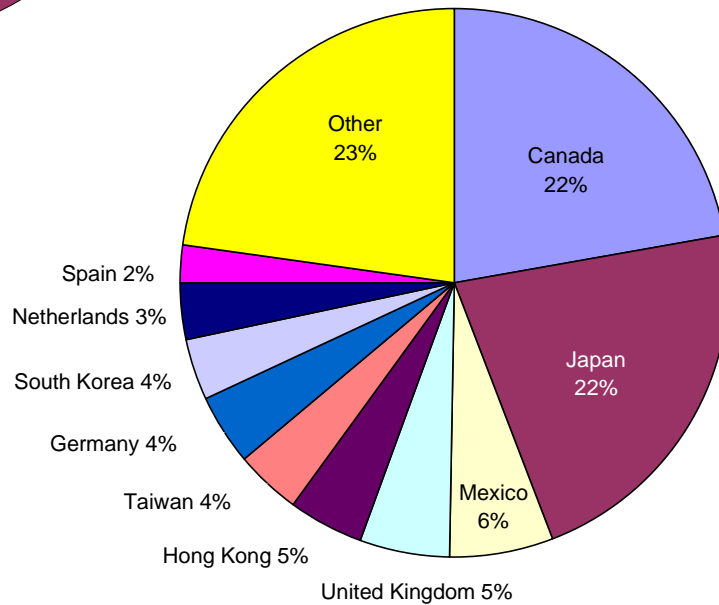


FIGURE 59

Agricultural Exports to the Top 10 Destinations by Value, 1999



Source: Kuminoff, et al., "California's 1999 International Agricultural Exports," *AIC Issues Brief*, no. 13, 2000.

- East Asia was the major export market, receiving 40% of total exports in 1999, despite the Asian financial crisis. Canada imported a variety of fruits, tree-nuts and vegetables, but very little animal products and field crops. It imported over \$2 million each of 34 different fruits, tree-nuts and vegetables in 1999. European Union countries also imported fruits, tree-nuts and vegetables almost exclusively, particularly processed horticultural products such as wine, tree-nuts and dried fruit.
- Some commodities go mostly to a single market. In 1999, 90% of carrots was shipped to Canada, and 86% of hay exports went to Japan. Other commodities are shipped to multiple destinations. Six or seven countries received at least 5% of California's almond, walnut and pistachio exports.

TABLE 44

California Export Value and Percent Shipped to Major Markets by Category, 1999*

	Fruit, Nuts, Vegetables, Flowers and Nursery	Field Crops	Animal Products	Total	Total
	Percent	Percent	Percent	Percent	\$ Million
East Asia	30	78	61	40	1,940
Canada	29	0	0	22	1,062
European Union	26	4	0	20	959
Central and South America	7	5	32	9	421
Other	8	13	7	9	418
Total (million)	\$3,637	\$711	\$452		\$4,800

* Totals do not account for highly processed products not attributable to a specific commodity, or too small to appear among the top 50 commodities.

Source: Kuminoff, et al., "California's 1999 International Agricultural Exports," *AIC Issues Brief*, no. 13, 2000.

Note: The data published here are not compatible with some statistics published in earlier editions of *The Measure of California Agriculture*. See *AIC Issues Briefs* No. 8 and 10 for more information on the export project methods and results. The *Briefs* are available at <http://aic.ucdavis.edu/pub/briefs.html>