

Rural Migration News

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California: \$50 Billion Farm Sales in 2019

California's 70,000 farms sold farm commodities worth \$50 billion in 2019, almost twice the \$28 billion in farm sales of Iowa.

The 11 California commodities that each had sales of over \$1 billion accounted for 72 percent of the state's farm sales, and the six whose farm sales each exceeded \$2 billion accounted for over half of the state's total farm sales: milk, \$7.3 billion; almonds, \$6.1 billion; grapes, \$5.4 billion; nursery and greenhouse commodities, \$4.3 billion; cattle, \$3.1 billion; and strawberries, \$2.2 billion.

Four counties accounted for over half of the state's farm sales. Fresno county led the state with over \$7.7 billion in farm sales, slightly ahead of Kern county with just under \$7.7 bil-

lion in farm sales, Tulare county with \$7.5 billion, and Monterey county with \$4.4 billion.

The value of the state's farm exports were \$22 billion or 44 percent of the state's farm sales in 2019, led by \$4.9 billion worth of almonds, \$2 billion worth of pistachios, and \$1.8 billion worth of dairy products. Five commodities accounted for 52 percent of the state's farm exports.

Fruits and Vegetables

Farm sales are divided into broad crop and livestock categories. Fruits and nuts were worth \$21.4 billion; vegetables and melons \$8.2 billion; greenhouse, floriculture, and horticultural specialties \$5.7 billion; and livestock products \$12.3 billion.

Within each broad FVH category, a handful of commodities accounted for most of the category's sales. For example, almost 80 percent of fruit and nut sales were from five commodities: \$6.1 billion from almonds; \$5.4 billion worth from grapes; \$2.2 billion worth from strawberries; \$1.9 billion from pistachios; and \$1.3 billion from walnuts.

Similarly, 56 percent of vegetable and melon sales were from four commodities: lettuce was worth \$1.8 billion (including almost \$1 billion for leaf and romaine); tomatoes \$1.2 billion (including \$0.9 billion for processing tomatoes); and broccoli and carrots were each worth \$0.8 billion.

California has led among states in farm sales since 1950

Top 5 Agricultural States in Crop Cash Receipts, 2019		
Rank	State	Crop Cash Receipts \$1,000
	United States	370,636,400
1	California	50,116,898
2	Iowa	27,535,876
3	Nebraska	21,594,555
4	Texas	21,117,057
5	Minnesota	16,858,883

11 Commodities Whose Sales were Each Over \$1 Billion Accounted for 72% of California's Farm Sales in 2019

Commodity	Value and Ranks					
	2017		2018		2019	
	\$1,000	Number	\$1,000	Number	\$1,000	Number
Milk and Cream	6,561,720	1	6,371,017	1	7,340,707	1
Almonds (shelled)	5,603,950	3	5,602,500	3	6,094,440	2
Grapes	5,847,966	2	6,260,348	2	5,411,688	3
Miscellaneous crops	4,088,169	4	4,273,231	4	4,286,518	4
Cattle & Calves	2,647,838	6	3,189,177	5	3,064,300	5
Berries, All Strawberries	2,530,903	7	2,086,077	7	2,221,320	6
Pistachios	1,014,507	11	2,615,550	6	1,938,800	7
Lettuce, All	3,017,377	5	1,786,564	8	1,824,435	8
Walnuts	1,568,700	8	916,650	13	1,286,410	9
Floriculture	1,171,900	9	1,215,997	9	1,215,997	10
Tomatoes, All	1,075,824	10	1,197,642	10	1,174,395	11

4 Counties Led by Fresno and Kern Accounted for Over Half of California's Farm Sales

County	Total Value and Rank				Leading Commodities
	\$1,000				
	2018	2019			
Fresno	7,942,018	1	7,714,540	1	Almonds, Pistachios, Livestock (Unspecified), Grapes (Table)
Kern	7,469,670	2	7,692,667	2	Almonds, Grapes (Table), Pistachios, Milk
Tulare	7,113,392	3	7,508,852	3	Milk, Oranges (Navel), Grapes (Table), Cattle & Calves
Monterey	4,258,628	4	4,426,625	4	Strawberries, Lettuce (Romaine), Lettuce (Head), Broccoli
Stanislaus	3,528,222	5	3,526,856	5	Almonds, Milk, Chickens, Nursery (Fruit/Vine/Nut)
Merced	3,252,659	6	3,270,959	6	Milk, Almonds, Cattle & Calves, Chickens (Broilers)
San Joaquin	2,594,221	7	2,638,145	7	Almonds Milk, Grapes (Wine), Walnuts
Kings	2,280,675	8	2,187,693	8	Milk, Almonds, Cotton (Pima), Pistachios
Imperial	2,226,030	9	2,015,843	9	Heifers & Steers (Fed), Hay (Alfalfa), Vegetables (Unspec.), Hay (Other)
Madera	2,055,845	11	1,998,826	10	Almonds, Milk, Pistachios, Grapes (Wine)

5 Commodities Accounted for Over Half of California's \$22 Billion in Farm Exports in 2019

2019 Rank	Product	2017	2018	2019
		\$1 Million		
1	Almonds	4,482	4,531	4,901
2	Pistachios	1,518	1,736	2,010
3	Dairy and Products	1,599	1,618	1,805
4	Wine	1,401	1,327	1,253
5	Walnuts	1,370	1,280	1,250

FVH Commodities Accounted for 70 Percent of the State's \$50 Billion in Farm Sales

Source of Income	2017	2018	2019
	----- \$1,000 -----		
FIELD CROPS			
Corn for Grain	72,498	55,445	47,926
Cotton Lint	431,943	477,510	425,094
Oil Crops	39,255	37,969	47,064
Rice	699,401	780,221	896,790
Wheat	72,979	71,135	43,889
Other Field Crops	859,544	853,864	888,815
TOTAL	2,175,620	2,276,144	2,349,578
% of Gross Cash Income	4.1	4.4	4.4
FRUIT AND NUT CROPS			
TOTAL	21,461,745	21,923,678	21,419,425
% of Gross Cash Income	40.6	42.5	40.5
ALL OTHER CROPS			
TOTAL	4,379,186	4,545,161	4,555,477
% of Gross Cash Income	8.3	8.8	8.6
FLORICULTURE			
TOTAL	1,171,900	1,215,997	1,215,997
% of Gross Cash Income	2.2	2.4	2.3
VEGETABLES AND MELONS			
TOTAL	9,200,385	7,816,047	8,237,276
% of Gross Cash Income	17.4	15.1	15.6
LIVESTOCK, POULTRY AND PRODUCTS			
Cattle and Calves	2,647,838	3,189,177	3,064,300
Hogs	25,040	27,453	26,664
Milk and Cream	6,561,720	6,371,017	7,340,707
Poultry and Eggs	1,410,914	1,624,000	1,311,869
Other Livestock/Poultry	544,297	600,069	595,605
TOTAL	11,189,809	11,811,716	12,339,146
% of Gross Cash Income	21.2	22.9	23.3
TOTAL CASH INCOME FROM MARKETINGS			
TOTAL	49,578,643	49,588,742	50,116,898
FARM RELATED INCOME			
TOTAL	3,288,067	2,051,929	2,771,190
% of Gross Cash Income	6.2	4.0	5.2
GROSS CASH INCOME FROM FARMING			
TOTAL	52,866,710	51,640,671	52,888,087

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