



Trade and Agriculture **What's at Stake for New Jersey?**

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New Jersey produces and exports agricultural products. The State's farm cash receipts totaled \$945 million in 2007. New Jersey's agricultural exports were estimated at \$245 million in 2007. Agricultural exports help boost farm prices and income, while supporting about 2,610 jobs both on the farm and off the farm in food processing, transportation, and manufacturing. Measured as exports divided by farm cash receipts, the State's reliance on agricultural exports was 26 percent in 2007.

New Jersey's top agricultural exports in 2007 were:

- Fruits and preparations -- \$28 million
- Vegetables and preparations -- \$16 million
- wheat and products -- \$15 million
- live animals and red meat -- \$13 million

World demand for agricultural products is increasing, but so is competition among suppliers. If New Jersey's industries are to compete successfully for export opportunities in the 21st century, they need *fair trade* and *more open access* to growing global markets.

How Trade Agreements Benefit New Jersey Agriculture

New Jersey is one of the nation's top vegetable producers. Under the U.S. – Australian FTA in, Australia's 5-percent tariff would be eliminated on a number of U.S. vegetable exports including mushrooms, potatoes (fresh, dried and flakes), and sweet corn (frozen and canned). From 2001 through 2003, U.S. suppliers annually shipped on average \$21.5 million worth of vegetable and vegetable products to Australia.

Under the U.S. – Australian FTA, New Jersey's fruit industry will benefit. Australia's 5-percent tariff would be eliminated on a number of fruits and nuts including processed products like cranberry juice, fruit jams and jellies. Australia has also committed to addressing outstanding phytosanitary issues, including those for apples and stone fruits. From 2001 to 2003, U.S. suppliers annually shipped on average \$50 million worth of fruit and nut products to Australia.