



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 \$812 million in 2000. New Jersey's agricultural exports were estimated at \$152.5 million in 2000. The agricultural industry is important to New Jersey's economy. In 2000, it created 2,200 jobs on farms, and in related sectors, such as food processing, transportation, and manufacturing.

New Jersey's top agricultural exports in 2000 were:

- # fruits -- \$19.5 million
- # vegetables -- \$15.3 million
- # soybeans and products -- \$5.9 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.

New Jersey Benefits From Trade Agreements

New Jersey benefits from a number of trade agreements. While there is still much to be done, examples of market opportunities include:

- # Trade agreements benefit all Americans. The North American Free Trade Agreement and the Uruguay Round agreement have resulted in annual gains of between \$1,260 and \$2,040 for the average American family of four. Free trade and open markets provide real benefits: lower prices, more choices, and higher incomes.
- # New Jersey benefits under the Uruguay Round agreement as South Korea reduces its tariffs on soybean oil by 14.5 percent from 1995 to 2004. The tariff reduction has supported a threefold increase in export volume, with total sales reaching \$32 million in 2000. The Philippines is reducing its tariffs on soybean meal from 10 to 3 percent during the same period. This tariff reduction has supported a 40-percent increase in U.S. soybean meal exports that topped \$160 million in 2000.
- # As one of the nation's largest fruit-producing states, New Jersey benefits under the Uruguay Round agreement because Japan lowered its tariff on blueberries from 10 to 6 percent. As a result, U.S. exports of fresh wild and cultivated blueberries rose from zero to \$6 million in 2000.