



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 \$1.1 billion in 2008. New Jersey's agricultural exports were estimated at \$308 million in 2008. Agricultural exports help boost farm prices and income, while supporting about 3,576 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 28 percent in 2008.

New Jersey's top agricultural exports in 2008 were:

- Fruits and preparations -- \$34 million
- Vegetables and preparations -- \$23 million
- wheat and products -- \$22 million
- soybeans and products-- \$17 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.