

**Virginia Tech Department of Agriculture and
Applied Economics and Virginia Farm
Bureau Federation**

**International Trade Workshop
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IMPORTANCE OF AGRICULTURE IN VIRGINIA

- **State's number one industry**
- **Economic impact of \$55 billion annually**
- **Provides nearly 360,000 jobs**
- **Production agriculture, value-added industries, and the ripple effect**

VIRGINIA PRODUCTS WITH TOP NATIONAL RANKINGS BY PRODUCTION

- **Fresh market tomatoes, 3rd**
- **Leaf tobacco and wine, 5th**
- **Apples and summer potatoes, 6th**
- **Fresh market snap beans, 7th**
- **Turkeys, peanuts and grapes, 8th**
- **Broilers, 10th**

TOP 20 COMMODITIES IN 2007 – CASH RECEIPTS

- 1. Broilers – \$560 million**
- 2. Cattle/Calves - \$430 million**
- 3. Milk - \$370 million**
- 4. Turkeys - \$300 million**
- 5. Nursery/Greenhouse/Sod/Turfgrass - \$250 million**
- 6. Soybeans - \$140 million**
- 7. Equine - \$110 million**
- 8. Corn, grain - \$100 million**
- 9. Hogs - \$80 million**
- 10. Leaf tobacco - \$70 million**

TOP 20 COMMODITIES IN 2007 – CASH RECEIPTS, cont.

- 11. Tomatoes, fresh market –\$65 million**
- 12. Wheat, winter – \$65 million**
- 13. Eggs – \$60 million**
- 14. Hay – \$45 million**
- 15. Aquaculture – \$40 million**
- 16. Cotton, lint and seed – \$35 million**
- 17. Apples – almost \$25 million**
- 18. Potatoes, summer – \$15 million**
- 19. Peanuts – \$12 million**
- 20. Snap beans, fresh –\$11 million**

2008 TOP EXPORTS FROM VIRGINIA

- **Soybeans, wheat, corn, barley, animal feed - \$792 million**
- **Meat and poultry - \$302 million**
- **Un-manufactured tobacco - \$442 million**
- **Wood products - \$240 million**
- **Fats and oils - \$170 million**
- **Cotton - \$51 million**
- **Marine and aquaculture products - \$22 million**
- **Fresh vegetables - \$15.5 million**
- **Hides and skins – \$5 million**

TOP GLOBAL MARKETS FOR VIRGINIA AGRICULTURAL PRODUCTS

- **Canada – meat, vegetables, wood products**
- **Egypt – wheat**
- **Morocco – Corn, wheat, barley, soybeans, fats and oils**
- **China – pork and poultry, wood, animal feed**
- **Colombia – wheat, corn, soy meal**
- **Italy – wood products, cotton**
- **Algeria – soybean oil**
- **Hong Kong – pork and poultry, wood products, seafood**
- **Cuba – soy meal and soybeans, apples**
- **Taiwan – soy meal and soybeans**
- **Japan – cotton**
- **Russia – tobacco**
- **Turkey – soybeans, tobacco**
- **Spain – wood products, tobacco**
- **Jamaica – corn, soy meal**
- **United Kingdom – wood products, vegetables**
- **Korean Republic – pork, poultry, sausage**
- **Vietnam – wood products, soy meal, poultry**
- **Dominican Republic – corn, soy meal, fats and oils**
- **Indonesia – soy meal, wood, cotton**

VDACS' ROLE IN HELPING VIRGINIA PRODUCERS EXPORT PRODUCTS

- **International Marketing**
 - Trade Missions
 - Trade Shows
 - Export Counseling
 - Handling Trade Leads
 - Reverse Trade Missions / Buyers' Tours
 - SUSTA, USLGE, Other Federally Funded Marketing Programs

VDACS' ROLE IN HELPING VIRGINIA PRODUCERS EXPORT PRODUCTS

- **Commodity Services**
 - **Grading**
 - **Inspection**
 - **Quality certification**
 - **Partnership with USDA/AMS**

VDACS' ROLE IN HELPING VIRGINIA PRODUCERS EXPORT PRODUCTS

- **Plant and Pest Services**
 - **Phytosanitary certificates**
 - **Processed products certificates**
 - **12 duty stations across Virginia**
 - **Partnership with USDA/APHIS**

VDACS' ROLE IN HELPING VIRGINIA PRODUCERS EXPORT PRODUCTS

- **Agribusiness Development Services**
 - **Grow existing agribusinesses**
 - **Recruit new agribusinesses**
 - **Partner with VDACS' Division of Marketing**

VDACS' STRATEGIES TO PROMOTE AGRICULTURAL EXPORTS

- **Focus on retaining strong market presence in mature and established markets, such as Canada and Japan**
- **Foster growth within existing markets**
- **Aggressively pursue growth opportunities in emerging markets**

PRIME AREAS FOR EXPANSION FOR VIRGINIA AGRICULTURAL EXPORTS

- **Canada**
- **Central and Eastern Europe**
- **Pacific Rim**
- **Mexico**
- **Latin American and the Caribbean**

International Trade Workshop

**Todd P. Haymore
Commissioner**

**Virginia Department of Agriculture and
Consumer Services**