

Market Profile: United States

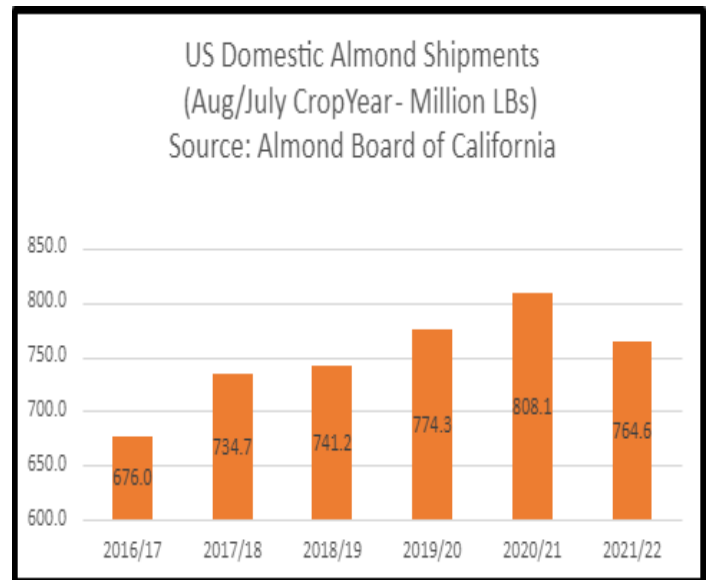


Trade

- The U.S. is the single largest market for California almonds.
- U.S. accounts for about 29% of shipments, with 71% being exported.
- Almonds are the #1 ag export from California.
- The U.S.' #1 specialty crop export is almonds.
- Among top 3 California crops, with a 2020 farmgate value of \$5.6 billion
- U.S. represents over 80% of global production.

Market Overview

- Almost 100% of U.S. almond production is in California.
- California's Central Valley is one of 5 regions in the world with the climate needed to grow almonds, alternating between wet cool winters and dry hot summers, mixed with years of drought or heavy precipitation.
- Demand continues to be strong in the U.S., driven by almond health, nutrition and versatility of use – and of course, taste.
- Domestic shipments decreased by about 5% to 764 millions pounds in FY 21/22 crop year compared to the record 808 million pounds shipped in the FY 20/21 crop year.
- Almonds support over 107,000 jobs, mainly in the economically challenged Central Valley.



Key Issues

- Compliance with California and U.S. regulatory requirements for almond production is essential and goes hand-in-hand with understanding the U.S. market environment.
- Implementation of the Sustainable Groundwater Management Act (SGMA) is likely to impact the overall ag footprint in California, including almonds.
- Research is identifying value-added benefits for almond's natural biomass – shells, hull, tree – produced in addition to the nut itself.
- Whole Orchard Recycling involves grinding up orchards at the end of their productive lives and incorporating the woody biomass into the soil. ABC-funded research indicates that over time this practice increases yields, returns nutrients to the soil, increases water infiltration and storage, and sequesters 2.4 tons of carbon per acre in the soil.