



Connecting Fields to Ports: Ag Viability and Trade Outlook

*Washington Public Ports Association Annual Meeting
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Washington
State Department of
Agriculture

About Washington Farms

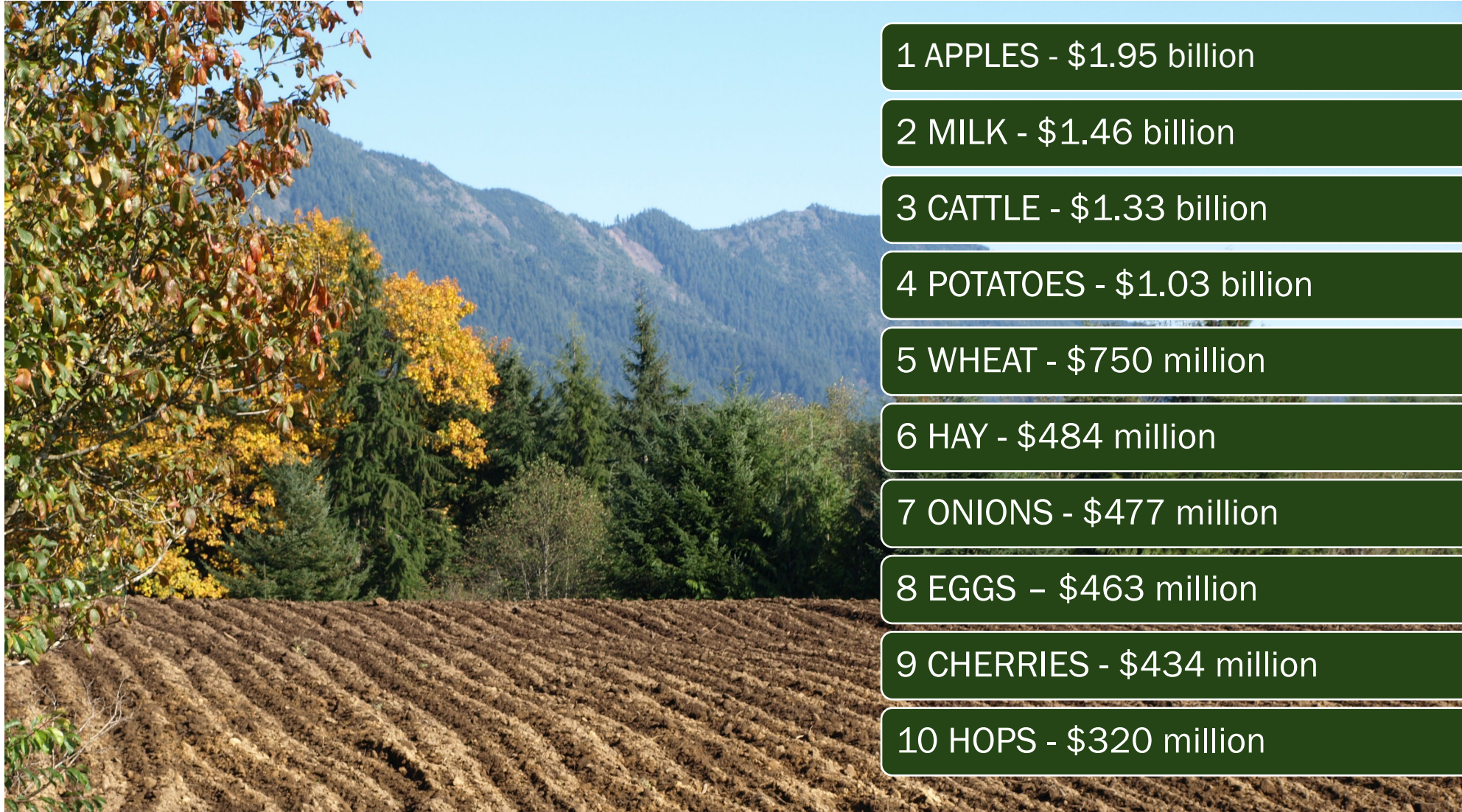
- **32,076** – total number of farms (2022). Most farms are family owned.
- **300+** - variety of crops grown in Washington.
- **\$12.7 billion** – market value of crops and livestock only (2024)*

**FeedingtheEconomy.com.*

- **\$1.95 billion** – value of apples, state's top crop
- **89%** - percent of Washington farms considered small farms
 - 82% - less than 180 acres
 - 67% - less than 50 acres



Preliminary Top 10 Commodities in Washington (2024)*



1 APPLES - \$1.95 billion

2 MILK - \$1.46 billion

3 CATTLE - \$1.33 billion

4 POTATOES - \$1.03 billion

5 WHEAT - \$750 million

6 HAY - \$484 million

7 ONIONS - \$477 million

8 EGGS - \$463 million

9 CHERRIES - \$434 million

10 HOPS - \$320 million

Factors Affecting Viability of Washington Agriculture

Major pressures on the agricultural industry

- Increasing input costs, especially labor
- Low commodity/crop prices
- Reduced funding for technical support and research
- Regulatory burdens
- Weather/climate impacts
- Water scarcity
- Pest pressures (Japanese beetle, little cherry disease, blight)
- Impact of trade barriers/lack of emphasis on market growth



Photo credit: Dr. Andrea Bixby Brosi, WSU

2022 to 2023

State	Change (%)	Top Category
WA	-42%	No
OR	-31%	No
ID	-32%	No
MT	-16%	No
ND	-38%	No
WY	-12%	No
SD	-4%	No
NE	+35%	Yes
MN	-43%	No
WI	-25%	No
MI	+16%	No
IN	-14%	No
OH	+10%	No
PA	-56%	No
NY	-54%	No
VT	-58%	No
NH	-66%	No
ME	-27%	No
MA	-70%	No
RI	-24%	No
CT	-48%	No
NJ	-41%	No
DE	-50%	No
MD	-60%	No
VA	-61%	No
WV	-55%	No
NC	-24%	No
SC	-54%	No
GA	-36%	No
AL	-37%	No
MS	-24%	No
LA	-22%	No
TX	+14%	Yes
AR	-21%	No
MO	+12%	No
IL	-25%	No
IA	-40%	No
KS	+34%	Yes
OK	+39%	Yes
CO	-18%	No
UT	-37%	No
NV	-54%	No
AZ	-29%	No
NM	-25%	No
CA	-42%	No
FL	-10%	No
AK	-226%	No
HI	-29%	No

-\$43B
22% Decline
Nationally from 2022 to 2023

* Cattle and Calf Cash Receipts Are the Top Agricultural Sales Category in the State

Agricultural Viability Study

- Intends to shed light on challenges producers in Washington are facing and works with partners at every level – local commissions, state agencies and Legislators – to develop sustainable solutions.
- Conducted by WSU IMPACT Center in partnership with WSDA.
- Preliminary report available 12/25.
- Final report available 6/26.



WSDA's Role in Supporting Trade

Advocacy

To improve market access for WA agriculture, raise industry concerns and priorities with US and foreign gov't officials.

- Trade missions (inbound/outbound)
- National Association of State Departments of Agriculture (NASDA)
- Western United States Agricultural Trade Association (WUSATA)
- Meetings with foreign delegations

Export Inspection

To provide assurance that products meet foreign government requirements for entry.

- Fruit & Vegetable Inspection
- Grain Inspection
- Wood Inspection
- Livestock Inspection

Expansion

To assist WA food, beverage, and agricultural businesses expand their exports into foreign markets.

- 5 staff in Washington, 5 international trade representatives
- Western U.S. Agricultural Trade Association (WUSATA)
- Export training, trade missions, tradeshow, etc

Washington's Top Export Destinations & Export Products (2024)



Top Export Destinations

Canada	\$1.3 billion
Japan	\$1.1 billion
Mexico	\$908.2 million
China	\$692.6 million
South Korea	\$508.2 million

Top Export Products

Frozen French Fries	\$1.1 billion
Fish and Seafood	\$939.9 billion
Apples	\$845.2 million
Wheat	\$651.9 million
Dairy	\$563 million

Trade: Current Challenges, Opportunities, What's Next

- **Current challenges**
 - Trade competitiveness
 - Tariff and non-tariff barriers
 - Rapidly shifting federal trade priorities
- **Market expansion and trade efforts**
 - New trade agreements to reduce key barriers
 - Trade missions
 - Engagement Sec. Rollins and industry



Trade: Current Challenges, Opportunities, What's Next

- Trends and what's next

- Significant interest from SE Asia markets
 - opportunity to continue expansion
- Areas we hope trade to improve and/or resume:
 - China – if retaliatory measures ease
 - Canada – WA wine imports
- International Marketing Program to conduct survey with businesses and industry to discuss which WSDA markets should have trade representatives.



New/Expanded Water Supply Opportunities

- Yakima Integration Plan
- 508-14 (Pasco Basin) Project
- Odessa Ground Water Replacement Project
- Second Half Columbia Basin Project
- Other



Where Our Work Intersects: Transportation

- WSDA supports expanding efficient freight corridors between ag regions and WA ports.
- Projects in action:
 - Port of Benton ag products staging area
 - M-84 corridor/Port of Pasco – Third largest grain export gateway in the world
- We value the WA State Trade Strategy and the involvement of key ag sectors.



Urban–Rural Divide: A Growing Challenge

Overview:

- Policies shaped by urban population and legislators
- Disconnect between urban priorities and rural/ag realities
- Labor, water, and environmental policies often hit rural areas hardest

Implications for Ag:

- Risk of losing support for critical infrastructure, transportation, and research funding.
- Need for bridging initiatives like legislative ag tours, urban-rural listening sessions, or ag education in schools to close the understanding gap





Questions

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