

Imperial County, CA Market Trends

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Farm Credit Services Southwest



2014 Crop Summary

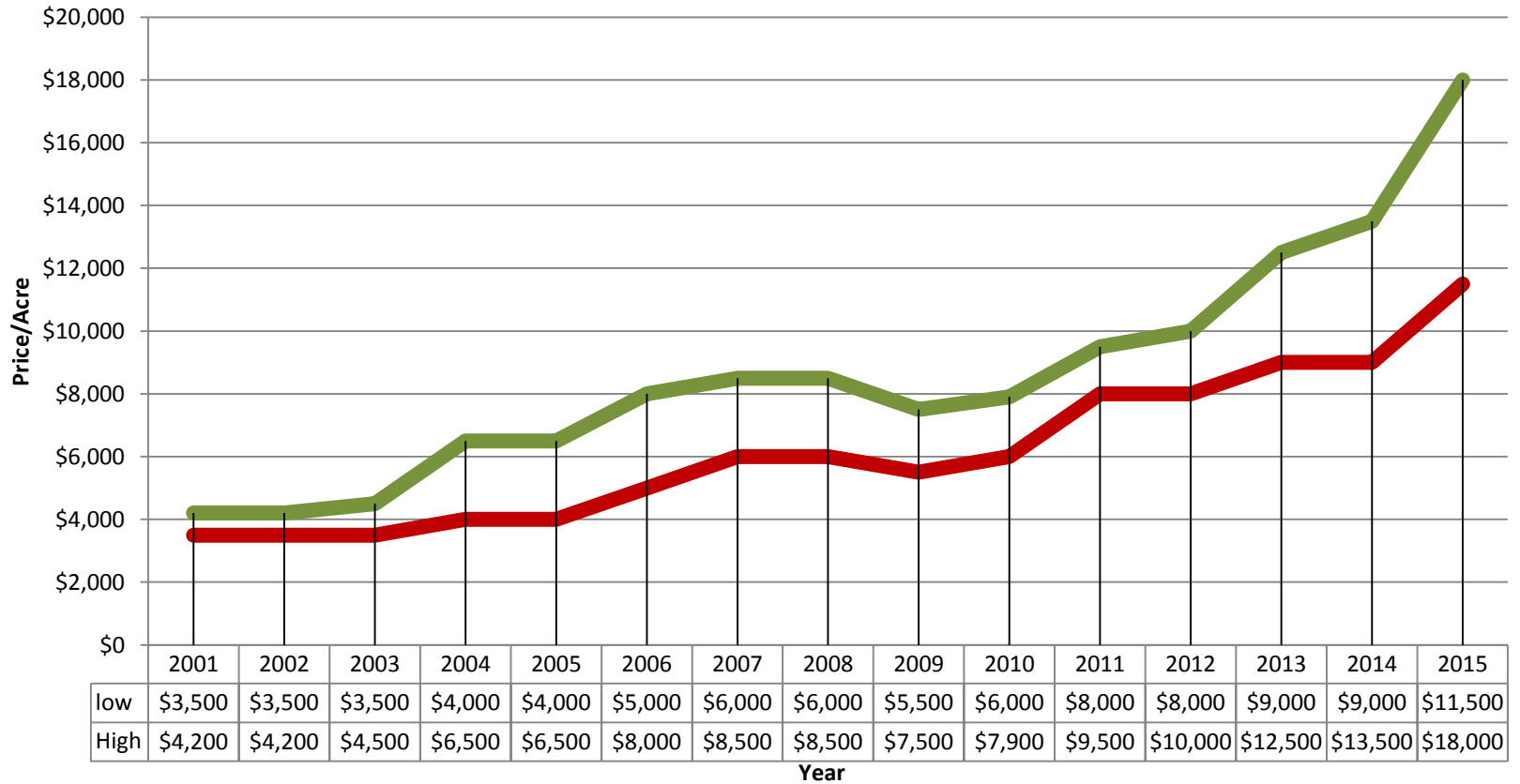
| Crop '000s omitted | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Apiary Products | \$ 3,562 | \$ 4,001 | \$ 4,877 | \$ 3,144 | \$ 4,708 | \$ 4,441 |
| Field Crops | \$ 312,544 | \$ 360,139 | \$ 518,257 | \$ 587,977 | \$ 470,461 | \$ 530,849 |
| Fruit & Nut Crops | \$ 47,765 | \$ 51,294 | \$ 64,237 | \$ 85,154 | \$ 100,019 | \$ 95,909 |
| Livestock & Dairy | \$ 343,201 | \$ 321,022 | \$ 403,880 | \$ 483,833 | \$ 617,371 | \$ 410,512 |
| Seed & Nursery | \$ 55,577 | \$ 52,952 | \$ 68,877 | \$ 67,432 | \$ 100,557 | \$ 93,818 |
| Vegetable & Melon Crops | <u>\$ 690,311</u> | <u>\$ 809,126</u> | <u>\$ 903,959</u> | <u>\$ 718,219</u> | <u>\$ 865,401</u> | <u>\$ 723,260</u> |
| Totals | \$ 1,452,960 | \$ 1,598,534 | \$ 1,964,087 | \$ 1,945,759 | \$ 2,158,517 | \$ 1,858,798 |

Top Ten Commodities

| 2014 Ranking | | | 2013 Ranking |
|---------------------|-----------------------|-----------------------|---------------------|
| 1 | Cattle | \$ 347,009,000 | 1 |
| 2 | Alfalfa | \$ 219,766,000 | 2 |
| 3 | Onions | \$ 129,026,000 | 8 |
| 4 | Head Lettuce | \$ 91,336,000 | 3 |
| 5 | Broccoli | \$ 89,719,000 | 4 |
| 6 | Bermuda Hay | \$ 77,448,000 | 6 |
| 7 | Sudangrass Hay | \$ 65,245,000 | 10 |
| 8 | Spinach | \$ 57,010,000 | 19 |
| 9 | Carrots | \$ 52,559,000 | 7 |
| 10 | Wheat | \$ 47,750,000 | 12 |

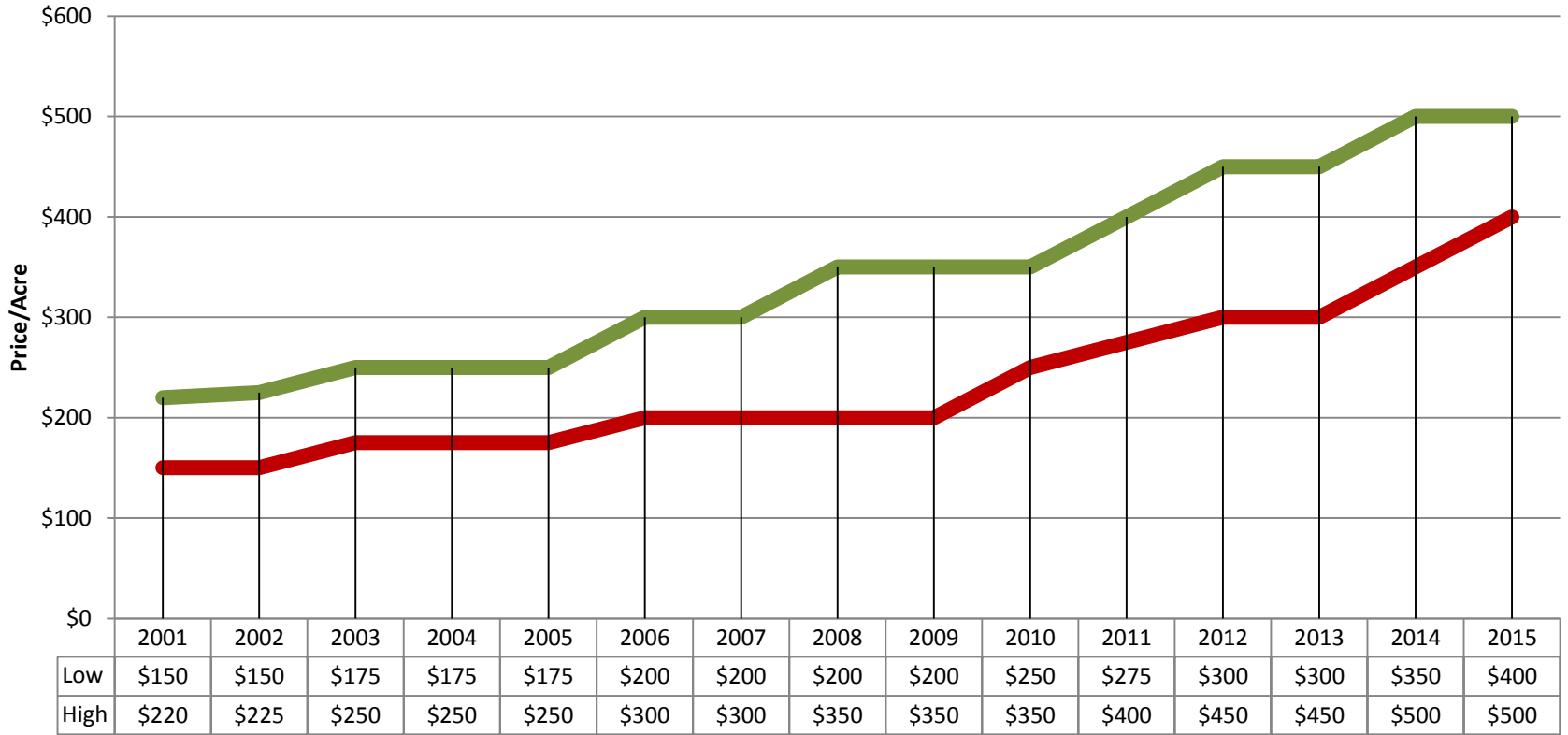
Good Adaptability

Price/Acre Trend



Good Adaptability

Rent/Acre Trend



Year

Average Adaptability

Price/Acre Trend



Year

Average Adaptability

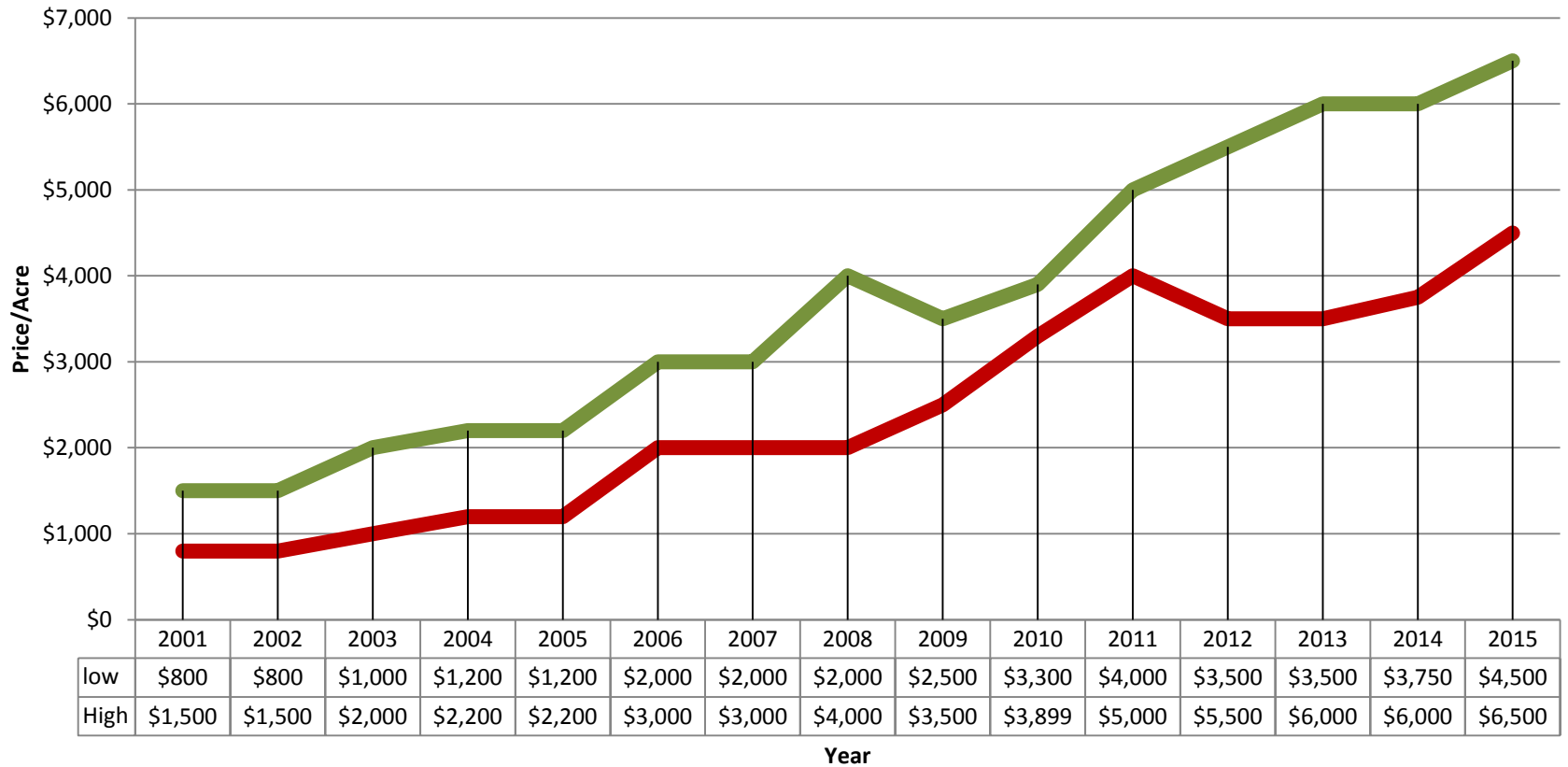
Rent/Acre Trend



Year

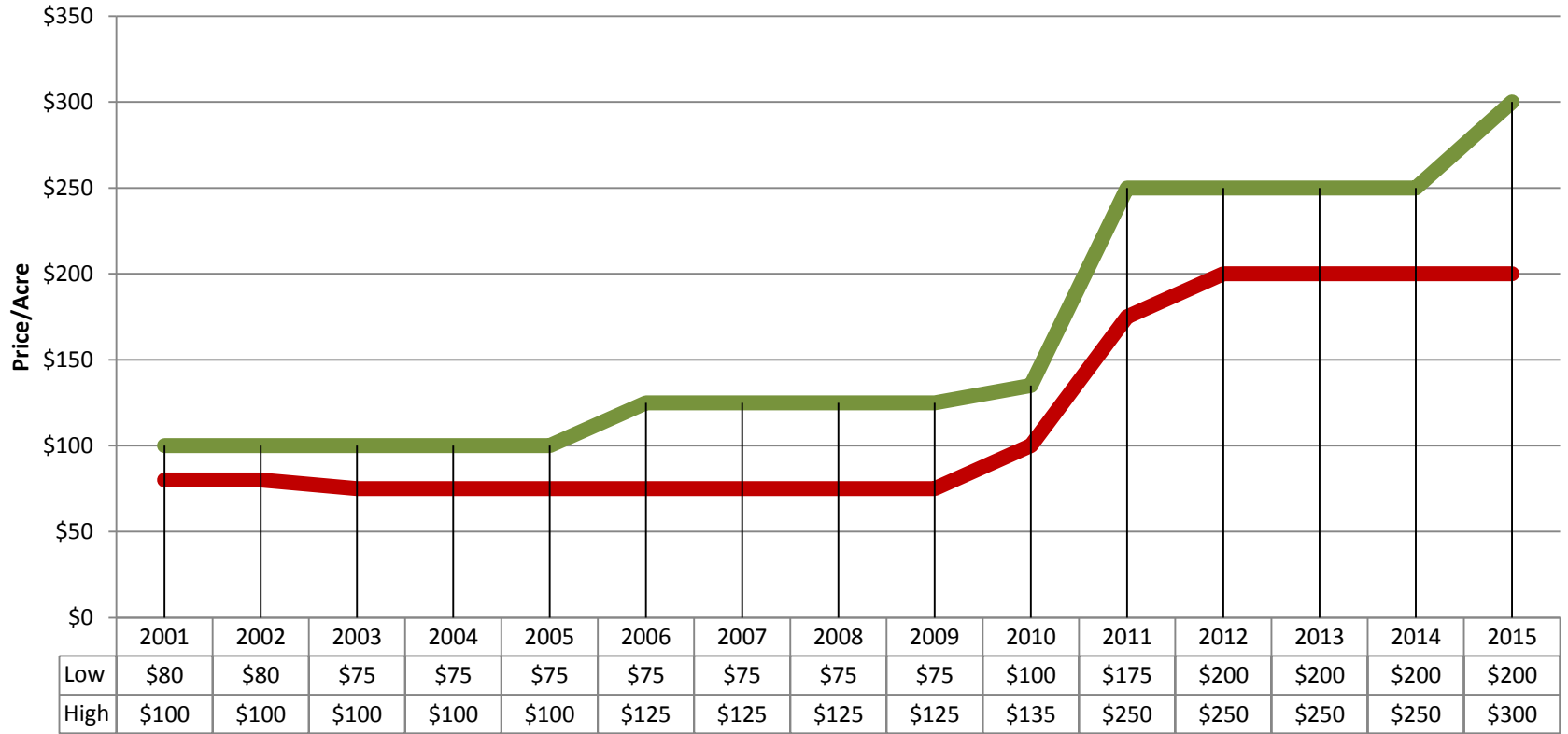
Limited Adaptability

Price/Acre Trend



Limited Adaptability

Rent/Acre Trend



Year