

2013 - 2018 CROP UTILIZATION REPORT HIGHLIGHTS

TOTAL PACKED VOLUME BY DISTRICT (18 lb. equiv.)	2013	% OF CROP	2014	% OF CROP	2015	% OF CROP	2016	% OF CROP	2017	% OF CROP	2018	% OF CROP
STOCKTON-LINDEN-LODI DISTRICT	4,139,720	53%	1,764,234	66%	3,813,922	65%	2,448,094	48%	6,101,542	64%	2,370,276	60%
GILROY-HOLLISTER-SAN JOSE DISTRICT	440,635	6%	71,743	3%	66,542	1%	44,114	1%	601,698	6%	39,755	1%
CENTRAL SAN JOAQUIN VALLEY DISTRICT	3,197,407	41%	836,393	31%	2,012,751	34%	2,622,465	51%	2,852,410	30%	1,551,385	39%
TOTAL ALL DISTRICTS	7,777,762		2,672,370		5,893,215		5,114,673		9,555,650		3,961,416	

	2013	% OF CROP	2014	% OF CROP	2015	% OF CROP	2016	% OF CROP	2017	% OF CROP	2018	% OF CROP
ORGANIC CHERRIES /18 lb.CARTONS	75,585	1%	14,657	1%	29,652	0.50%	21,227	0.42%	49,500	0.52%	37,474	0.95%

PACK STYLES	2013	2014	2015	2016	2017	2018
18 lb. Bulk Carton	16.4%	16.5%	11.9%	9.4%	9.1%	9.0%
5 kg Bulk Carton	9.6%	14.4%	12.5%	7.2%	8.3%	9.1%
Consumer Pack - 8/2 lb Bags	47.4%	16.6%	43.4%	39.2%	42.6%	19.1%
Consumer Pack - 12/2 lb Bags	8.7%	0.2%	11.4%	16.1%	23.2%	15.3%
Consumer Pack - 12/1.33 lb Bags	2.8%	14.3%	6.3%	10.7%	3.2%	31.6%
Other or Unspecified Bags	1.6%	15.0%	3.2%	6.1%	4.2%	2.9%
Consumer Pack - Clamshells	10.7%	20.3%	11.1%	11.3%	8.4%	12.0%
Other or non-specified	2.0%	2.7%	0.06%	0.01%	1.03%	1.06%