

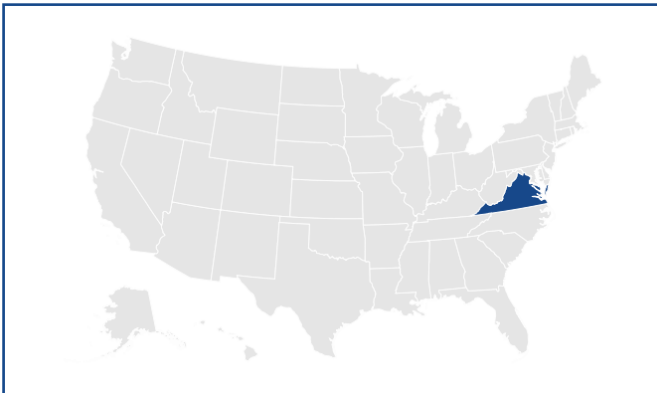
THE ANIMAL FEED AND PET FOOD MANUFACTURING INDUSTRY IS CRUCIAL TO AMERICAN AGRICULTURE, ECONOMY

Virginia

America's animal food manufacturing industry is at the intersection of plant and animal agriculture. More than 5,715 animal feed and 517 pet food facilities take farm-grown crops and ingredients as well as food coproducts and develop high-quality, nutritious and safe animal food. Just as farmers and ranchers depend on our industry for the healthy growth and development of more than 9.6 billion food-producing animals annually, pet owners entrust us to feed the over 144 million dogs and cats they call their companions.

But feeding America's livestock and pets is not all that we do—our industry also significantly contributes to the national economy. A recent report commissioned by the Institute for Feed Education and Research found the animal food manufacturing industry generated \$297.1 billion in total U.S. sales in 2016, including roughly \$102 billion in benefits to associated industries (e.g., transportation industry). The industry employed over 944,000 people that year—paying nearly \$56 billion in wages—and contributed roughly \$22.5 billion in cumulative local, state and federal taxes.

The demand for animal food is strong, and the industry is expected to continue to thrive as it develops innovative solutions that meet consumer demands, reduces its environmental impact, and increases productivity.



YOUR STATE BY THE NUMBERS:



Total Sales
\$4.8 billion

U.S. Total Sales: \$297.1 billion



Value-Added
\$1.8 billion

U.S. Value-added: \$102.0 billion



Labor Income
\$760.8 million

U.S. Labor Income: \$55.9 billion



Jobs
13,364

U.S. Jobs: 944,227



Taxes
\$372.96 million

U.S. Taxes: \$22.5 billion

TOTAL SALES: The broadest measure of economic activity—often referred to as “output”; **VALUE-ADDED:** A component of “total sales,” which includes the sales minus the cost of inputs (e.g., grains); **LABOR INCOME:** A component of “value-added,” which includes the sum of employee compensation (i.e., wages) and proprietor income (self-employed); **EMPLOYMENT (JOBS):** A measure of part- and full-time job positions, including contract workers; **TAXES:** The sum of taxes paid at the local, state and federal levels by all directly and indirectly affected industries as a result of the animal feed and pet food industry existing.

Decision Innovation Solutions prepared the data for this economic contribution study. For more information, visit afia.org.



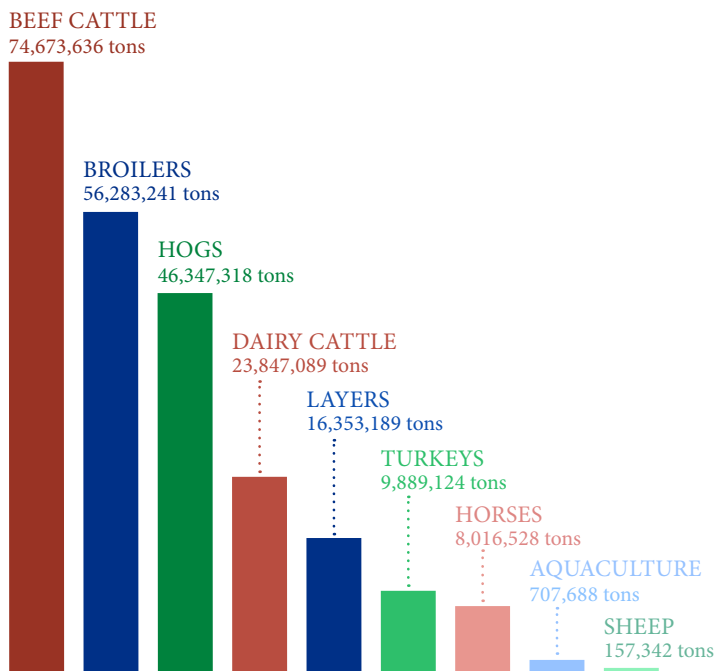
THE DEMAND FOR ANIMAL FOOD IS STRONG

VIRGINIA

Around the country, animal nutritionists work with farmers and ranchers to develop the right diets for the healthy growth and development of America's livestock and poultry. With more than 900 agricultural ingredients on the market, nutritionists have a lot of choices when working with feed manufacturers to determine diets that have the right nutrients and are the most cost effective for farmers and ranchers.

What ingredients are most commonly used in animal diets? Although the answer is relatively simple, the way of determining it is a bit complex, given diets vary by region and animals require different nutrients at various stages of their lives. IFEEDER recently commissioned an analysis of the ingredients most commonly consumed in the United States and found that in 2016, approximately 236.3 million tons of animal food were fed to nine animal species. This novel data shows how important major agricultural commodities, coproducts (i.e., soybean oil, dried distiller's grains, or bakery meal) and other ingredients (e.g., enzymes, vitamins and minerals) supplements are in supporting animal agriculture.

NATIONAL CONSUMPTION BY SPECIES



In 2016, over 236 million tons of animal food were consumed by nine animal species.

TOP 5 ANIMAL SPECIES BY CONSUMPTION:



Broilers

2,007,273 tons

U.S. : 56,283,241 tons



Turkeys

709,847 tons

U.S. : 9,889,124 tons



Beef Cattle

556,938 tons

U.S. : 74,673,636 tons



Dairy Cattle

241,549 tons

U.S. : 23,847,089 tons



Horses

218,036 tons

U.S. : 8,016,528 tons

TOP 5 FEED INGREDIENTS:



Corn

2,108,007 tons

U.S. Corn: 118,767,563 tons



Soybean Meal

827,057 tons

U.S. Soybean Meal: 30,103,264 tons



DDGs

341,441 tons

U.S. DDGs: 29,777,439 tons



Wheat Products

98,788 tons

U.S. Wheat Products: 4,003,061 tons



Animal Proteins

54,244 tons

U.S. Animal Proteins: 1,335,551 tons