

INDIANA'S LIVESTOCK FARMERS ARE BRINGING HOME MORE THAN JUST BACON. THEY ARE INVESTING IN OUR STATE.

IMPACT OF NEW LIVESTOCK BARNs TO THE REGION¹

| INDUSTRY | REGIONAL (MILLIONS) | NEW INCOME | NEW JOBS |
|------------------------|---------------------|--------------|----------|
| Beef [*] | \$2.26 | \$332,400 | 11 |
| Broilers ^{**} | \$3.36 | \$690,100 | 17 |
| Dairy [†] | \$8.21 | \$1,396,700 | 32 |
| Ducks ^{††} | \$0.81 | \$167,100 | 4 |
| Eggs [‡] | \$110.87 | \$22,781,200 | 441 |
| Hogs ^{††} | \$3.15 | \$701,800 | 28 |
| Turkeys [#] | \$3.84 | \$788,700 | 18 |

^{*}500 beef cattle with \$1.4 million in direct sales | ^{**}72,000 broilers with \$1.7 million in direct sales | [†]1,000 dairy cattle with \$4.8 million in direct sales | ^{††}15,000 ducks with \$417,100 in direct sales
[‡]2,000,000 layers with \$54.6 million in direct sales | ^{††}4,400 hogs with \$2.0 million in direct sales | [#]29,000 turkeys with \$1.9 million in direct sales

EMPLOYMENT IMPACT PER \$1 MILLION IN DIRECT SALES

| | |
|------------------------|-------|
| Beef [*] | x8.1 |
| Broilers ^{**} | x9.4 |
| Dairy [†] | x6.6 |
| Ducks ^{††} | x9.2 |
| Eggs [‡] | x8.1 |
| Hogs ^{††} | x14.2 |
| Turkeys [#] | x9.4 |

The Ag Effect: Jobs

Joe's corn and soybeans get fed to Dave's pigs. Dave's pigs get taken to Brian at the bacon processing facility via Randy's Trucking Service. The bacon gets delivered to Jane at the local grocery store where Sharon the banker and Mr. Mitchell, the teacher, pick up that bacon for breakfast on Sunday mornings. At every step, revenues, taxes and jobs are added to the local community and the state — we call this the Ag Effect.

Cost of Community Services²

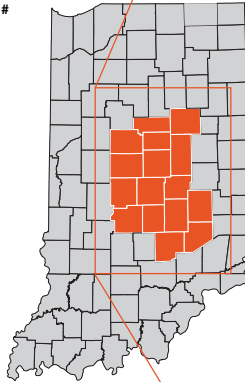
Cost of Community Services (COCS) studies compare local government service costs to the revenues collected to pay for those costs in the agriculture, residential and business sectors.

Average COCS for region

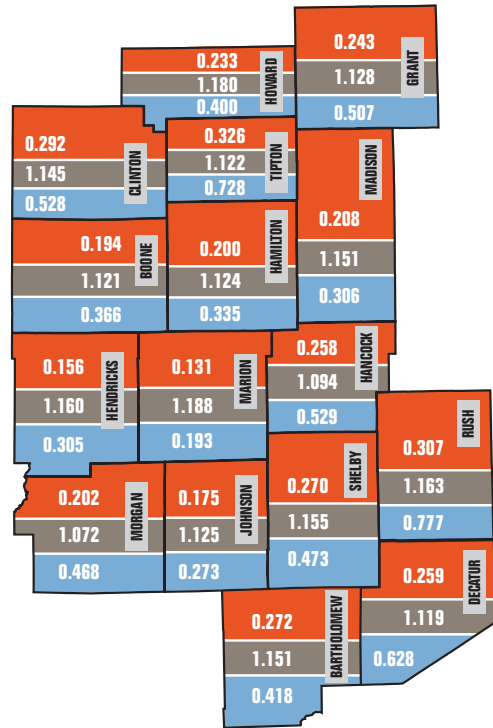
| | |
|--------------|---------------------------------|
| 0.233 | AGRICULTURE^{##} |
| 1.137 | RESIDENTIAL[§] |
| 0.452 | BUSINESS^{§§} |

Ratio less than 1, costs < revenue.

Ratio less than 1, costs > revenue.



Numbers for each sector in corresponding county



Agriculture has an overall positive impact on Indiana communities, as it pays significantly more in revenues than the costs it imposes or the services it receives. In fact, communities keep more than 70 cents of every dollar of tax revenue contributed by agriculture.

^{##}Agriculture includes farmland and non-residential buildings.
[§]Farm homesteads are included in the residential category.
^{§§}Business does not include agriculture operations.

INDIANA'S LIVESTOCK FARMERS ARE CONTRIBUTING TO THE STRENGTH OF OUR COMMUNITIES IN WAYS YOU MIGHT NOT REALIZE.

Learn more about their contributions at FarmersDeliver.com

¹ Indiana Business Research Center. 2017. "The Economic Impact of Animal Agriculture in Indiana Regions: An Analysis of Existing and Prospective Producers." Indiana University, Kelley School of Business.
² DeBoer, L., 2010. "A Cost of Community Services Study For Indiana Counties and School Corporations." Purdue University Department of Agricultural Economics.

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THE FUTURE IS OURS TO GROW