

**DELIVERING
TAXES, JOBS AND
FOOTBALL'S
FINEST
APPETIZER.**



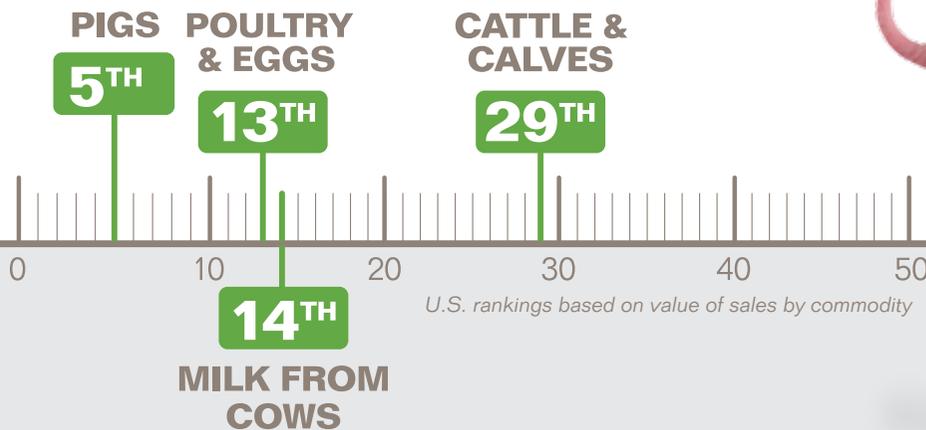
LIVESTOCK FARMERS BRING MORE TO THE PARTY THAN HOT-SAUCE GOODNESS. THEY ARE INVESTING IN OUR STATE.

NUMBERS THAT COUNT

Indiana's livestock farmers are contributing to the strength of your community in ways you might not realize.

Annually, Indiana's animal agriculture industry contributes **\$7.3 BILLION** in economic output, **\$1.3 BILLION** in additional household earnings, **\$298 MILLION** in tax receipts and **38,219 JOBS** to the state.¹

This makes Indiana one of the top livestock producing states.² There is value in every new chicken (and pig and cow and egg, too) — both in the barn and in the community.

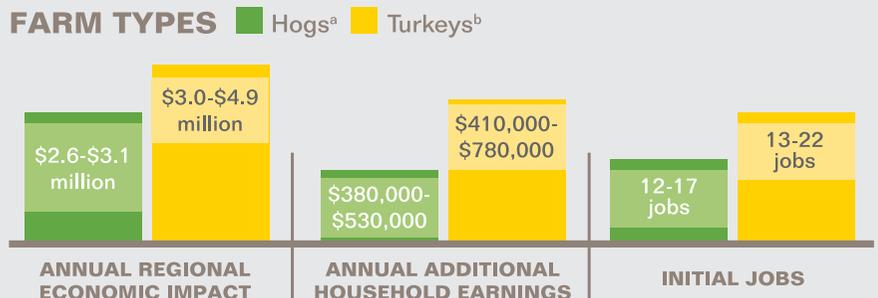


GROWING COMMUNITIES¹

Indiana is also a top producer of corn and soybeans, two essentials of livestock feed. So, it makes sense that farmers are starting or expanding livestock operations close to these valuable inputs. This growth has benefits for your community.

These numbers reflect what two new Indiana farms would contribute to communities **annually**.

Property taxes, income taxes and one-time construction costs are in addition to these annual contributions.



^a4,400-head grow-to-finish, ^b29,000-head grower facility

HEALTHY SOILS LEAD TO HIGHER YIELDS

To provide the necessary nutrients to maximize productivity, fertilizer is used. Whether it's commercial fertilizer or livestock manure, farmers use just the right amount because it's better for the environment and their pocketbook. [They don't want to waste valuable nutrients.]

Manure is a valuable commodity. The nutrient value (N, P and K) of manure generated by a 4,400-head swine finishing barn can be worth more than \$47,000 annually.^{3*}

*Manure generation values are industry estimates. Fertilizer prices as of Dec. 23, 2014. N, P and K stands for nitrogen, phosphorus and potassium.

NATURE'S CYCLE



GIVE AND TAKE⁴

Cost of community services (COCS) studies compare local government service costs to the revenues collected to pay for those costs for the residential, business and agricultural sectors. Ratios greater than 1 imply that costs exceed revenues while ratios less than 1 imply that revenues exceed costs.

This COCS study — as well as most past studies — shows the residential sector with ratios greater than 1 while the business and agricultural sector ratios are well below 1.

Simply put, 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, agriculture contributes more than \$0.70 for county use.

STATE OF INDIANA

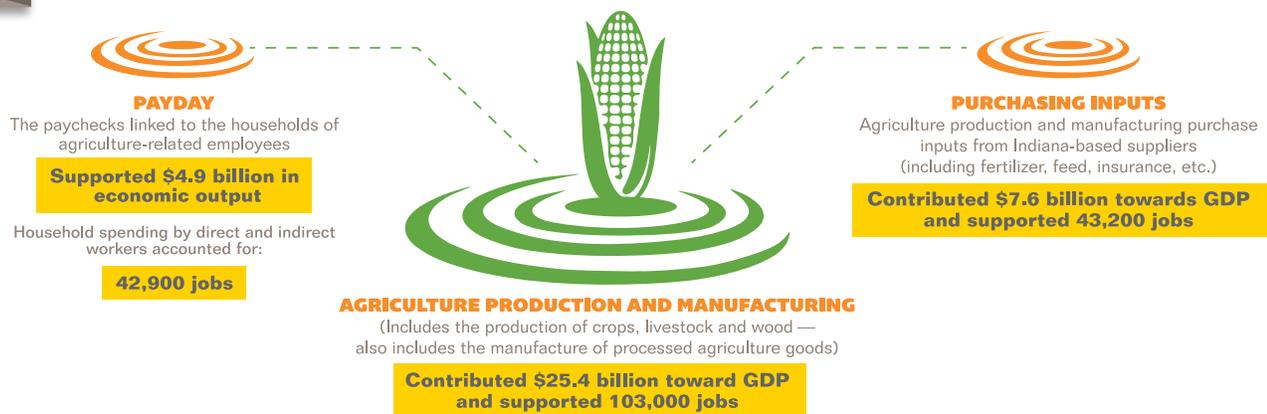


^{**}Farm homesteads are included in the residential category.
[†]Business does not include agriculture operations.
[‡]Agriculture includes farmland and non-residential buildings.

Ratio less than 1, costs < revenue.
 Ratio more than 1, costs > revenue.

THE BOTTOM LINE AND BEYOND⁵

With tax contributions, increased revenue and quality job creation, Indiana's farmers, including livestock, improve the financial strength of our state.



TOTALS:



ANIMAL AGRICULTURE IS MORE THAN TASTY CHICKEN WINGS. IT'S AN INVESTMENT IN COMMUNITY VITALITY!

Indiana's livestock farms are a part of our community fabric, caring for the land and animals that feed their families, and yours.

As community leaders and economic contributors, Indiana's livestock farm families are responsible neighbors invested in their heritage, their future and the health of the community.

Learn more about Indiana's livestock farmers at
www.farmersdeliver.com

Funded with Indiana soybean and corn checkoff dollars.



¹Agralytica Consulting. 2014. Indiana Animal Agriculture: Regional Economic Impact Report. A Report for Indiana Soybean Alliance.

²USDA National Agricultural Statistics Service. 2013. State Agriculture Overview: Indiana. Accessed on November 2014. Retrieved from: http://www.nass.usda.gov/Quick_Stats/Ag_Overview/stateOverview.php?state=INDIANA.

³Leibold, K. and T. Olsen. Swine Manure Calculator. Iowa State University Extension and Outreach. Accessed December 2014. Retrieved from: <https://www.extension.iastate.edu/AGDM/livestock/html/b1-65.html>.

⁴DeBoer, L. 2010. A Cost of Community Services Study. For Indiana Counties and School Corporations. Purdue University, Department of Agricultural Economics.

⁵Indiana Business Research Center, Kelley School of Business, Indiana University. 2013. Agriculture's Bounty: The Economic Contribution of Agriculture.