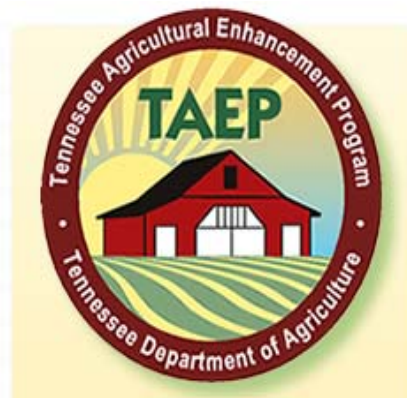


An Analysis of the Economic Impacts from the Tennessee Agricultural Enhancement Program (TAEP)

HOW TAEP STRENGTHENS THE STATE'S ECONOMY


2011 Update

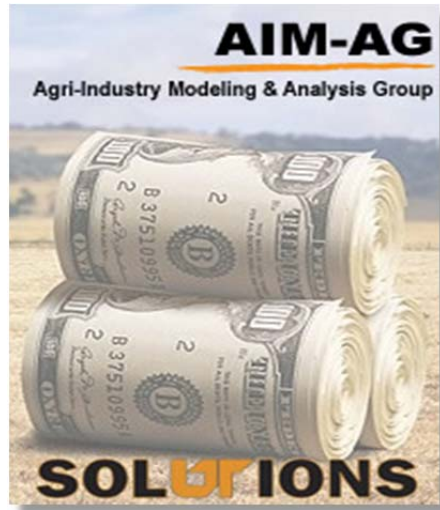


Report to the Tennessee Department of Agriculture

October 2011

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AIM-AG was established in 1998 as part of the Department of Agricultural & Resource Economics, Agricultural Experiment Station. The mission of **AIM-AG** is to assess and project the impacts of agri-industry development on the Tennessee economy and to analyze market opportunities for economically efficient agri-industry development within the state.

<http://aimag.ag.utk.edu/>

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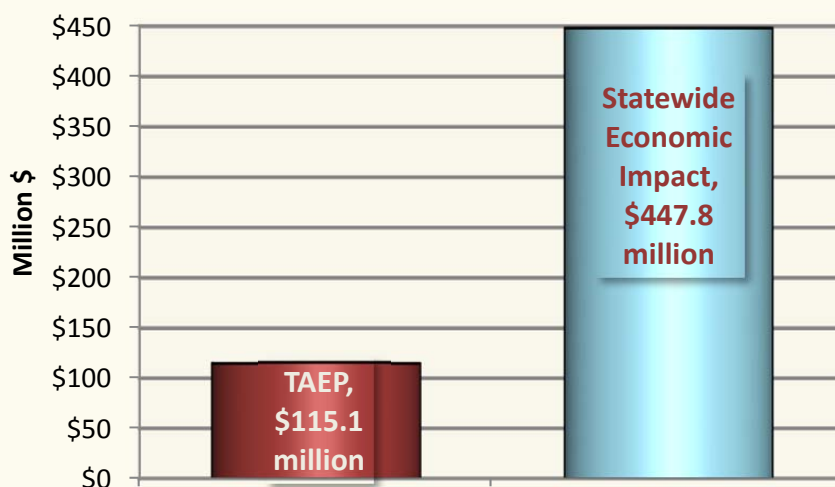
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An Analysis of the Economic Impacts from the Tennessee Agricultural Enhancement Program (TAEP): How TAEP Strengthens the State's Economy

Overview of Projected Impacts

- For fiscal years FY06 through FY12 (Projected), state investment in the TAEP program totals \$115.1 million.¹
- The overall economic impact from the TAEP on the state's economy is \$447.8 million from FY06 through FY12 (Projected).
- In total, over FY06 through FY12 (Projected), the TAEP is projected to result in 4,654 additional jobs.

Figure 1. TAEP Investment and Total Economic Impact



¹ All dollar values in the document are adjusted into 2011\$.

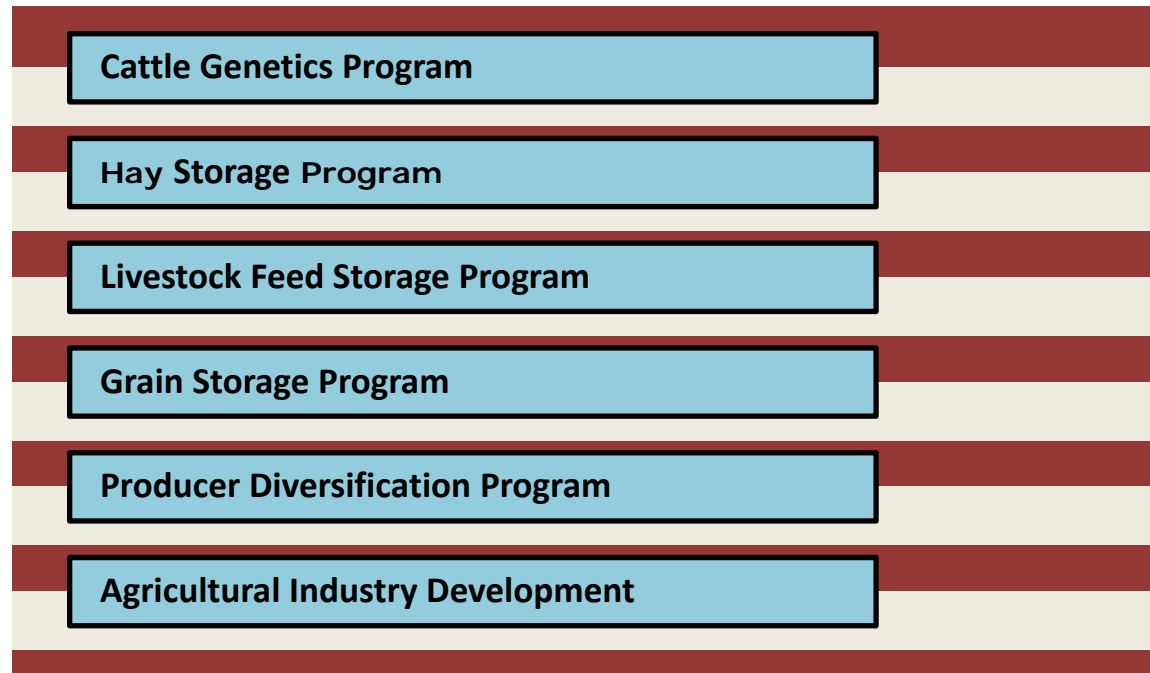
For every \$1 of TAEP investment, an additional \$3.89 is generated in the state's rural economies.*

The Tennessee Agricultural Enhancement Program (TAEP) is designed to support agriculture in Tennessee by providing cost share funds to producers for long term investments in their livestock and farming operations. The purposes of these cost share programs are to help producers maximize farm profits, adapt to current market situations and prepare for the future. In addition, TAEP enhances the economic impacts that producers can make in their local communities. The TAEP is funded through an appropriation for farm developments in the state's budget as proposed by Governor Bill Haslam and supported by the Tennessee General Assembly.

****Multiplier includes the estimated total economic impacts from both TAEP funds and producers' matching funds.***

About this Study

This study provides projections of the economic impacts resulting from the TAEP for fiscal years 2006-2012 (Projected 2012) (FY06-FY12). Economic impacts from six major program focus areas are projected. These are:



The Tennessee Department of Agriculture provided budget information to AIM-AG for this analysis. Department of Agriculture staff also provided estimates as to the share of producer funding within each grouping. Since producers tend to spend more than the minimum cost share match, these estimates are considered conservative.

To project the economic impacts of the TDA expenditures on the TAEP, program expenditures (by TDA and producer cost shares) were used along with IMPLAN, an economic input-output model. The change in *economic activity* is defined as the value of production by industry per year added to the state's economy as a result of the impact analyzed. Employment in IMPLAN represents total wage and salary employees, as well as self-employed *jobs* in a region, for both fulltime and part-time workers. *Total value added* is defined as all income to worker paid by employers; self-employed income; interests, rents, royalties, dividends, and profit payments; and excise and sales taxes paid by individuals to businesses.

Four types of effects are presented:

- **Direct effects** are the immediate effects associated with the change in the final demand for a particular industry. For example, an increase in the final demand for cotton of \$10 million will cause the farm sector to produce \$10 million worth of cotton.
- **Indirect effects** are the secondary effects or production changes in backward-linked industries caused when inputs needs change due to the impact of directly affected industry. Thus, following our last example, \$10 million worth of cotton will require for the fertilizer industry to produce an additional \$1 million worth in fertilizer, \$0.2 million in seeds, \$0.5 million in pesticides, etc.
- **Induced effects** represent the response by all local industries caused by increased expenditures of new household income and inter-institutional transfers generated from the direct and indirect effects of the change in final demand for a specific industry.
- **Total effects** include Direct + Indirect + Induced. Results are presented as Direct + Multiplier effects where Multiplier = Indirect + Induced.

All dollar values in the document are adjusted into \$2011.

For each program focus area, a table showing current and projected expenditures by the Tennessee Department of Agriculture and participating producers is provided. A table showing the economic impacts of these expenditures is then provided. In addition, the top five industries impacted in terms of jobs are presented for each program focus area for 2011. After economic impacts for each program focus area are shown, an overall summary of totals across the TAEP focus areas is presented. This summary (Tables 20 and 21) presents economic impacts including program expenditures and matching funds prior to FY09.

The Program Goals for the Cattle Genetics Program are to increase the marketability and reputation of Tennessee's cattle.

Each TAEP Dollar:

Adds \$1.71 in total economic activity

Adds \$3.99 in total economic activity when matched with producer cost share dollars

Each Million Dollars of TAEP:

Adds 16.8 jobs

Adds 39.6 jobs when matched with producer cost share dollars

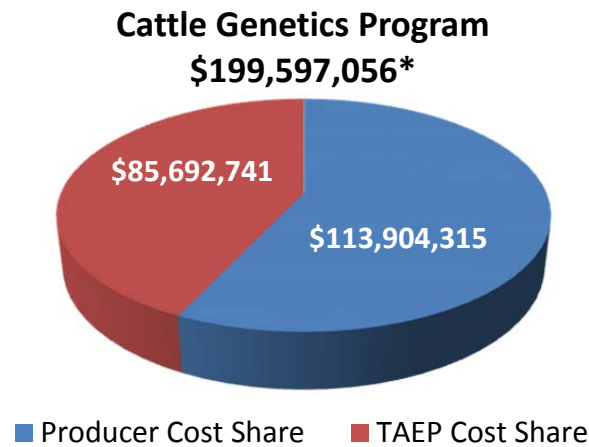


Figure 2. Cattle Genetics: Total Projected Economic Activity FY06-FY12

*Total value includes direct, indirect, and induced impacts from both TAEP and producer dollars invested.

Table 1. The Cattle Genetics Program Expenditures^a Current and Projected

| | FY10 | | FY11 | | Projected FY12 | |
|-------------------------------------|---------------------|-------------|---------------------|-------------|---------------------|-------------|
| | TAEP | Producers | TAEP | Producers | TAEP | Producers |
| Genetics | \$926,130 | \$1,252,999 | \$1,142,324 | \$1,545,497 | \$1,454,275 | \$1,967,549 |
| Equipment | \$3,381,876 | \$4,575,479 | \$3,280,732 | \$4,438,637 | \$4,387,766 | \$5,936,389 |
| Animal Health/TLN ¹ | \$1,702,000 | \$2,302,706 | \$410,774 | \$0 | \$342,189 | \$0 |
| Vet Program ² | \$59,534 | \$80,546 | \$41,435 | \$41,435 | \$40,831 | \$40,831 |
| Livestock Markets | \$29,624 | \$40,080 | \$50,343 | \$68,111 | \$22,500 | \$30,441 |
| Dairy | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Master Beef ³ | \$88,220 | \$44,103 | \$94,700 | \$47,343 | \$67,500 | \$33,745 |
| Master Goat ⁴ | \$0 | \$0 | \$20,300 | \$10,148.48 | \$8,000 | \$3,999 |
| Milk Quality ⁵ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Agribition ⁵ | \$12,500 | \$0 | \$10,000 | \$0 | \$25,000 | \$0 |
| UT Cattle Evaluation ⁵ | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Beef Quality Assurance ⁵ | \$0 | \$0 | \$50,920 | \$0 | \$29,250 | \$0 |
| Producer's Share (57.5%) | | \$8,295,914 | | \$6,151,172 | | \$8,012,954 |
| TAEP's Share (42.5%) | \$6,199,884 | | \$5,101,528 | | \$6,377,311 | |
| <i>Total</i> | \$14,495,798 | | \$11,252,700 | | \$14,390,265 | |

^a Data provided by the Tennessee Department of Agriculture; prior years (FY06-FY09) are shown in Table 14.

¹ TAEP's Share (100.0%) in FY11 & FY12

² Producer's Share (50.0%) & TAEP's Share (50.0%) in FY11 & FY12

³ Producer's Share (33.3%) and TAEP's Share (66.7%)

⁴ TAEP's Share (100.0%) through FY10; Producer's Share (33.3%) & TAEP's Share (66.7%) in FY11 & FY12

⁵ TAEP's Share (100.0%)

Table 2. Projected Economic Impacts Resulting from The Cattle Genetics Program Expenditures in 2011\$

| | Direct | Indirect | Induced | Total |
|--|-------------|-------------|-------------|--------------|
| <i>From Producer Investment in FY10</i> | | | | |
| Economic Activity | \$8,484,593 | \$2,794,442 | \$3,171,240 | \$14,450,275 |
| Jobs | 79.4 | 18.3 | 26.0 | 123.7 |
| Total Value Added | \$3,164,986 | \$1,540,118 | \$1,901,241 | \$6,606,344 |
| <i>From TAEP Investment in FY10</i> | | | | |
| Economic Activity | \$6,339,883 | \$2,079,729 | \$2,399,721 | \$10,819,334 |
| Jobs | 61.1 | 13.6 | 19.7 | 94.4 |
| Total Value Added | \$2,388,107 | \$1,145,957 | \$1,438,714 | \$4,972,778 |
| <i>From Producer Investment in FY11</i> | | | | |
| Economic Activity | \$6,151,172 | \$2,053,359 | \$1,891,636 | \$10,096,167 |
| Jobs | 41.3 | 13.0 | 15.5 | 69.8 |
| Total Value Added | \$1,950,587 | \$1,113,088 | \$1,133,872 | \$4,197,547 |
| <i>From TAEP Investment in FY11</i> | | | | |
| Economic Activity | \$5,101,528 | \$1,672,420 | \$1,757,880 | \$8,531,828 |
| Jobs | 43.1 | 10.7 | 14.4 | 68.2 |
| Total Value Added | \$1,772,651 | \$910,945 | \$1,053,820 | \$3,737,416 |
| <i>From Producer Projected Investment in FY12</i> | | | | |
| Economic Activity | \$8,012,954 | \$2,685,858 | \$2,393,616 | \$13,092,428 |
| Jobs | 50.6 | 16.9 | 19.6 | 87.2 |
| Total Value Added | \$2,482,820 | \$1,454,156 | \$1,434,720 | \$5,371,695 |
| <i>From TAEP Projected Investment in FY12</i> | | | | |
| Economic Activity | \$6,377,311 | \$2,119,167 | \$2,055,762 | \$10,552,240 |
| Jobs | 47.1 | 13.5 | 16.9 | 77.4 |
| Total Value Added | \$2,099,819 | \$1,151,722 | \$1,232,317 | \$4,483,858 |

Table 3. The Top Five Industries Impacted with Jobs for the Cattle Genetics Program, 2011

| Industry | NAICS* | Number of Jobs |
|---|-------------------------------|-----------------------|
| <i>Indirect Impacts</i> | | |
| Wholesale Trade Businesses | 42 | 3.9 |
| Real Estate Establishments | 531 | 1.6 |
| Food Services & Drinking Places | 722 | 1.6 |
| Transport by Truck | 484 | 0.9 |
| Services to Buildings & Dwellings | 5617 | 0.8 |
| | <i>(Remaining Industries)</i> | <u>14.9</u> |
| | Total: | 23.7 |
| <i>Induced Impacts</i> | | |
| Food Services & Drinking Places | 722 | 3.3 |
| Private Hospitals | 622 | 1.8 |
| Real Estate Establishments | 531 | 1.8 |
| Health Practitioners | 6211-3 | 1.4 |
| Private Household Operations | 814 | 1.1 |
| | <i>(Remaining Industries)</i> | <u>20.5</u> |
| | Total: | 29.9 |
| <i>Total Impacts</i> | | |
| Veterinary Services | 54194 | 58.7 |
| Farm Machinery & Equipment Manufacturing | 333111 | 16.8 |
| Support Activities for Agriculture & Forestry | 115 | 9.0 |
| Food Services & Drinking Places | 722 | 4.8 |
| Wholesale Trade Businesses | 42 | 4.8 |
| | <i>(Remaining Industries)</i> | <u>44</u> |
| | Total: | 138.1 |

*North American Industrial Classification System

The Program Goals for the Hay Storage Program are to improve quantity and nutritional quality by using proper storage and management.

Each TAEP Dollar:

Adds \$1.82 in total economic activity
 Adds \$4.76 in total economic activity when matched with producer cost share dollars

Each Million Dollars of TAEP:

Adds 15.7 jobs
 Adds 41.0 jobs when matched with producer cost share dollars

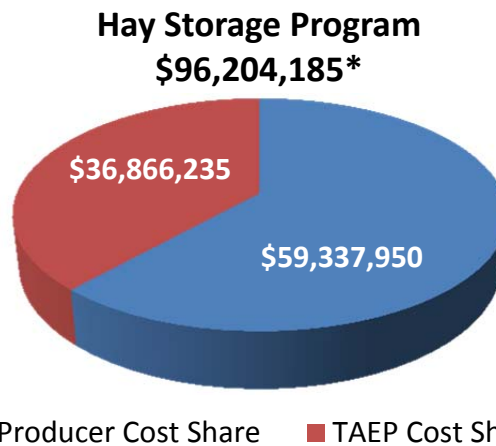


Figure 3. Hay Storage: Total Projected Economic Activity FY06-FY12

*Total value includes direct, indirect, and induced impacts from both TAEP and producer dollars invested.

Table 4. The Hay Storage Program Expenditures^a Current and Projected

| | FY10 | FY11 | Projected FY12 |
|-------------------------------------|--------------------|---------------------|---------------------|
| Program | \$7,121,534 | \$10,688,214 | \$12,655,562 |
| Producer's Share (65%) ¹ | \$4,628,997 | \$6,145,723 | \$7,282,698 |
| TAEP's Share (35%) ¹ | \$2,492,537 | \$4,542,491 | \$5,382,864 |

^a Data provided by the Tennessee Department of Agriculture; prior years (FY06-FY09) are shown in Table 14.

¹ Producer's Share (57.5%) & TAEP's Share (42.5%) in FY11 & FY12

Table 5. Projected Economic Impacts from The Hay Storage Program Expenditures in 2011\$

| Program | Direct | Indirect | Induced | Total |
|--|-------------|-------------|-------------|--------------|
| <i>From Producer Investment in FY10</i> | | | | |
| Economic Activity | \$4,827,790 | \$1,660,518 | \$2,317,509 | \$8,805,817 |
| Jobs | 45.9 | 10.9 | 19.0 | 75.9 |
| Total Value Added | \$2,077,862 | \$894,920 | \$1,390,067 | \$4,362,848 |
| <i>From TAEP Investment in FY10</i> | | | | |
| Economic Activity | \$2,599,579 | \$894,125 | \$1,247,889 | \$4,741,594 |
| Jobs | 24.7 | 5.9 | 10.3 | 40.9 |
| Total Value Added | \$1,118,849 | \$481,880 | \$748,497 | \$2,349,226 |
| <i>From Producer Investment in FY11</i> | | | | |
| Economic Activity | \$6,145,723 | \$2,113,821 | \$2,950,163 | \$11,209,708 |
| Jobs | 58.5 | 13.9 | 24.2 | 96.6 |
| Total Value Added | \$2,645,095 | \$1,139,224 | \$1,769,539 | \$5,553,858 |
| <i>From TAEP Investment in FY11</i> | | | | |
| Economic Activity | \$4,542,491 | \$1,562,390 | \$2,180,555 | \$8,285,436 |
| Jobs | 43.2 | 10.3 | 17.9 | 71.4 |
| Total Value Added | \$1,955,070 | \$842,035 | \$1,307,920 | \$4,105,025 |
| <i>From Producer Projected Investment in FY12</i> | | | | |
| Economic Activity | \$7,282,698 | \$2,504,884 | \$3,495,951 | \$13,283,533 |
| Jobs | 69.3 | 16.5 | 28.7 | 114.5 |
| Total Value Added | \$3,134,445 | \$1,349,983 | \$2,096,909 | \$6,581,336 |
| <i>From TAEP Projected Investment in FY12</i> | | | | |
| Economic Activity | \$5,382,864 | \$1,851,436 | \$2,583,964 | \$9,818,264 |
| Jobs | 51.2 | 12.2 | 21.2 | 84.6 |
| Total Value Added | \$2,316,764 | \$997,813 | \$1,549,889 | \$4,864,466 |

Table 6. The Top Five Industries Impacted with Jobs for the Hay Storage Program, 2011

| Industry | NAICS* | Number of Jobs |
|--|-------------------------------|-----------------------|
| <i>Indirect Impacts</i> | | |
| Architectural, Engineering, & Related Services | 5413 | 5.5 |
| Wholesale Trade Businesses | 42 | 5.5 |
| Real Estate Establishments | 531 | 1.1 |
| Employment Services | 5613 | 1.0 |
| Food Services & Drinking Places | 722 | 0.9 |
| | <i>(Remaining Industries)</i> | <u>10.2</u> |
| | Total: | 24.2 |
| <i>Induced Impacts</i> | | |
| Food Services & Drinking Places | 722 | 4.6 |
| Private Hospitals | 622 | 2.5 |
| Real Estate Establishments | 531 | 2.4 |
| Health Practitioners | 6211-3 | 2.0 |
| Private Household Operations | 814 | 1.6 |
| | <i>(Remaining Industries)</i> | <u>29.1</u> |
| | Total: | 42.2 |
| <i>Total Impacts</i> | | |
| Construction of New Nonresidential Commercial/Health Care Structures | 23 | 101.7 |
| Architectural, Engineering, & Related Services | 5413 | 5.7 |
| Food Services & Drinking Places | 722 | 5.5 |
| Real Estate Establishments | 531 | 3.5 |
| Wholesale Trade Businesses | 42 | 3.4 |
| | <i>(Remaining Industries)</i> | <u>48.3</u> |
| | Total: | 168.1 |

*North American Industrial Classification System

Table 8. Projected Economic Impacts from The Livestock Feed Storage Program Expenditures in 2011\$

| Program | Direct | Indirect | Induced | Total |
|--|-------------|-------------|-------------|-------------|
| <i>From Producer Investment in FY10</i> | | | | |
| Economic Activity | \$4,114,894 | \$1,415,106 | \$1,747,758 | \$7,277,758 |
| Jobs | 33.2 | 9.2 | 14.4 | 56.8 |
| Total Value Added | \$1,605,422 | \$759,966 | \$1,048,205 | \$3,413,593 |
| <i>From TAEP Investment in FY10</i> | | | | |
| Economic Activity | \$3,041,443 | \$1,045,948 | \$1,291,821 | \$5,379,212 |
| Jobs | 24.6 | 6.8 | 10.6 | 41.9 |
| Total Value Added | \$1,186,616 | \$561,714 | \$774,760 | \$2,523,090 |
| <i>From Producer Investment in FY11</i> | | | | |
| Economic Activity | \$1,205,272 | \$414,490 | \$510,409 | \$2,130,170 |
| Jobs | 9.7 | 2.7 | 4.5 | 16.6 |
| Total Value Added | \$469,131 | \$222,579 | \$306,113 | \$997,822 |
| <i>From TAEP Investment in FY11</i> | | | | |
| Economic Activity | \$890,853 | \$306,362 | \$377,258 | \$1,574,474 |
| Jobs | 7.2 | 2.0 | 3.1 | 12.2 |
| Total Value Added | \$346,749 | \$164,515 | \$226,257 | \$737,521 |
| <i>From Producer Projected Investment in FY12</i> | | | | |
| Economic Activity | \$1,450,981 | \$498,989 | \$614,462 | \$2,564,432 |
| Jobs | 11.7 | 3.2 | 5.0 | 19.9 |
| Total Value Added | \$564,769 | \$267,954 | \$368,518 | \$1,201,241 |
| <i>From TAEP Projected Investment in FY12</i> | | | | |
| Economic Activity | \$1,072,464 | \$368,818 | \$454,167 | \$1,895,449 |
| Jobs | 8.6 | 2.4 | 3.7 | 14.7 |
| Total Value Added | \$417,438 | \$198,053 | \$272,382 | \$887,874 |

Table 9. The Top Five Industries Impacted with Jobs for the Livestock Feed Storage Program, 2011

| Industry | NAICS* | Number of Jobs |
|--|-------------------------------|----------------|
| <i>Indirect Impacts</i> | | |
| Architectural, Engineering, & Related Services | 5413 | 0.9 |
| Wholesale Trade Businesses | 42 | 0.5 |
| Real Estate Establishments | 531 | 0.2 |
| Transport by Truck | 484 | 0.2 |
| Employment Services | 5613 | 0.2 |
| | <i>(Remaining Industries)</i> | <u>2.7</u> |
| | Total: | 4.7 |
| <i>Induced Impacts</i> | | |
| Food Services & Drinking Places | 722 | 0.8 |
| Private Hospitals | 622 | 0.4 |
| Real Estate Establishments | 531 | 0.4 |
| Health Practitioners | 6211-3 | 0.4 |
| Private Household Operations | 814 | 0.3 |
| | <i>(Remaining Industries)</i> | <u>5.0</u> |
| | Total: | 7.3 |
| <i>Total Impacts</i> | | |
| Construction of New Nonresidential Commercial/Health Care Structures | 23 | 16.0 |
| Food Services & Drinking Places | 722 | 1.0 |
| Architectural, Engineering, & Related Services | 5413 | 0.9 |
| Farm Machinery & Equipment Manufacturing | 333111 | 0.9 |
| Wholesale Trade Businesses | 42 | 0.7 |
| | <i>(Remaining Industries)</i> | <u>9.3</u> |
| | Total: | 28.8 |

*North American Industrial Classification System

The Program Goals of the Grain Storage Program are to improve quantity, quality, and marketing through proper storage and management.

Each TAEP Dollar:
 Adds \$1.82 in total economic activity
 Adds \$5.21 in total economic activity when matched with producer cost share dollars

Each Million Dollars of TAEP:
 Adds 15.7 jobs
 Adds 44.9 jobs when matched with producer cost share dollars

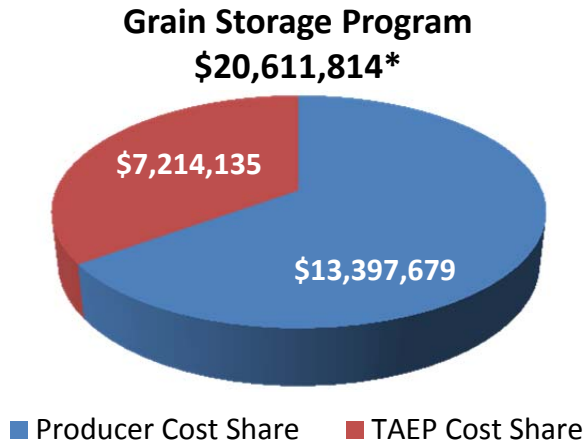


Figure 5. Grain Storage: Total Projected Economic Activity FY06-FY12

*Total value includes direct, indirect, and induced impacts from both TAEP and producer dollars invested

Table 10. The Grain Storage Program Expenditures^a Current and Projected

| | FY10 | FY11 | Projected FY12 |
|------------------------|--------------------|--------------------|--------------------|
| Program | \$5,113,411 | \$2,549,814 | \$3,417,609 |
| Producer's Share (65%) | \$3,323,717 | \$1,657,379 | \$2,221,446 |
| TAEP's Share (35%) | \$1,789,694 | \$892,435 | \$1,196,163 |

^aData provided by the Tennessee Department of Agriculture; prior years (FY06-FY08) are shown in Table 14.

Table 11. Projected Economic Impacts from The Grain Storage Program Expenditures in 2011\$

| Program | Direct | Indirect | Induced | Total |
|--|-------------|-------------|-------------|-------------|
| <i>From Producer Investment in FY10</i> | | | | |
| Economic Activity | \$3,466,455 | \$1,192,287 | \$1,664,020 | \$6,322,761 |
| Jobs | 33.0 | 7.9 | 13.7 | 54.5 |
| Total Value Added | \$1,491,948 | \$642,571 | \$998,097 | \$3,132,617 |
| <i>From TAEP Investment in FY10</i> | | | | |
| Economic Activity | \$1,866,553 | \$642,001 | \$896,011 | \$3,404,564 |
| Jobs | 17.8 | 4.2 | 7.4 | 29.3 |
| Total Value Added | \$803,357 | \$346,000 | \$537,437 | \$1,686,794 |
| <i>From Producer Investment in FY11</i> | | | | |
| Economic Activity | \$1,657,379 | \$570,055 | \$795,600 | \$3,023,034 |
| Jobs | 15.8 | 3.8 | 6.5 | 26.1 |
| Total Value Added | \$713,329 | \$307,226 | \$477,209 | \$1,497,765 |
| <i>From TAEP Investment in FY11</i> | | | | |
| Economic Activity | \$892,435 | \$306,953 | \$428,400 | \$1,627,788 |
| Jobs | 8.5 | 2.0 | 3.5 | 14.0 |
| Total Value Added | \$384,101 | \$165,429 | \$256,959 | \$806,489 |
| <i>From Producer Projected Investment in FY12</i> | | | | |
| Economic Activity | \$2,221,446 | \$764,066 | \$1,066,372 | \$4,051,884 |
| Jobs | 21.1 | 5.0 | 8.8 | 34.9 |
| Total Value Added | \$956,102 | \$411,786 | \$639,621 | \$2,007,509 |
| <i>From TAEP Projected Investment in FY12</i> | | | | |
| Economic Activity | \$1,196,163 | \$411,420 | \$574,200 | \$2,181,783 |
| Jobs | 11.4 | 2.7 | 4.7 | 18.8 |
| Total Value Added | \$514,824 | \$221,731 | \$344,411 | \$1,080,966 |

Table 12. The Top Five Industries Impacted with Jobs for the Grain Storage Program, 2011

| Industry | NAICS* | Number of Jobs |
|--|-------------------------------|-----------------------|
| <i>Indirect Impacts</i> | | |
| Architectural, Engineering, & Related Services | 5413 | 1.3 |
| Wholesale Trade Businesses | 42 | 0.5 |
| Real Estate Establishments | 531 | 0.3 |
| Employment Services | 5613 | 0.2 |
| Transport by Truck | 484 | 0.2 |
| | <i>(Remaining Industries)</i> | <u>3.3</u> |
| | Total: | 5.8 |
| <i>Induced Impacts</i> | | |
| Food Services & Drinking Places | 722 | 1.1 |
| Private Hospitals | 622 | 0.6 |
| Real Estate Establishments | 531 | 0.6 |
| Health Practitioners | 6211-3 | 0.5 |
| Private Household Operations | 814 | 0.4 |
| | <i>(Remaining Industries)</i> | <u>6.9</u> |
| | Total: | 10.1 |
| <i>Total Impacts</i> | | |
| Construction of New Nonresidential Commercial/Health Care Structures | 23 | 24.3 |
| Architectural, Engineering, & Related Services | 5413 | 1.4 |
| Food Services & Drinking Places | 722 | 1.3 |
| Real Estate Establishments | 531 | 0.8 |
| Wholesale Trade Businesses | 42 | 0.8 |
| | <i>(Remaining Industries)</i> | <u>11.5</u> |
| | Total: | 40.1 |
| *North American Industrial Classification System | | |

The Program Goals of the Producer Diversification Program are to encourage agricultural producers to expand or improve their operations through the production of diversified agricultural products.

Each TAEP Dollar:

Adds \$1.48 in total economic activity
Adds \$3.99 in total economic activity when matched with producer cost share dollars

Each Million Dollars of TAEP:

Adds 32.2 jobs
Adds 88.2 jobs when matched with producer cost share dollars

**Producer Diversification Program
\$27,397,335***

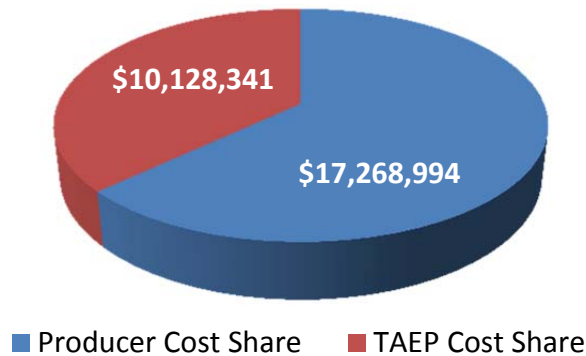


Figure 6. Producer Diversification: Total Projected Economic Activity FY06-FY12

*Total value includes direct, indirect, and induced impacts from both TAEP and producer dollars invested

Table 13. The Producer Diversification Program Expenditures^a Current and Projected

| | FY10 | FY11 | Projected FY12 |
|------------------|--------------------|--------------------|--------------------|
| Program | \$2,274,858 | \$1,758,263 | \$1,558,653 |
| Producer's Share | \$1,403,316 | \$1,067,096 | \$930,823 |
| TAEP's Share | \$871,542 | \$691,167 | \$627,830 |

^aData provided by the Tennessee Department of Agriculture; prior years (FY06-FY09) are shown in Table 14.

Table 14. Estimated Total Investment and Cost-Share Amounts by Type of Firm^a

| | IMPLAN Sector Impacted | FY10 Estimated Total Paid by: | | FY11 Estimated Total Paid by: | | Projected FY12 Estimated Total Paid by: | |
|-----------------------------------|--|-------------------------------|--------------------|-------------------------------|--------------------|---|------------------|
| | | TAEP | Producers | TAEP | Producers | TAEP | Producers |
| Agritourism ¹ | Sector 410 (Other amusement) | \$252,916 | \$342,181 | \$200,621 | \$271,428 | \$250,911 | \$339,568 |
| Aquaculture ² | Sector 14 (Animal production-except cattle, poultry, & eggs) | \$30,249 | \$56,176 | \$9,385 | \$17,429 | \$0 | \$0 |
| Bees & Honey ³ | Sector 14 (Animal production-except cattle, poultry, & eggs) | \$96,538 | \$179,284 | \$56,635 | \$76,624 | \$37,652 | \$50,941 |
| Vegetables & Fruits ⁴ | Sector 3 (Vegetable farming); Sector 4— (Fruit farming) | \$108,881 | \$202,207 | \$112,861 | \$209,599 | \$139,948 | \$189,341 |
| Horticulture ² | Sector 6 (Greenhouse, Nursery, & Floriculture) | \$169,393 | \$314,587 | \$122,317 | \$227,160 | \$78,552 | \$145,882 |
| Organic ¹ | Sector 3 (Vegetable farming); Sector 4— (Fruit farming) | \$60,039 | \$81,229 | \$66,523 | \$90,002 | \$37,863 | \$51,226 |
| Specialty Livestock ² | Sector 14 (Animal production-except cattle, poultry, & eggs) | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Value-Added Products ² | Sector 54 (Fruit & Vegetable Canning, Pickling, & Drying) | \$39,545 | \$73,441 | \$17,212 | \$31,965 | \$8,240 | \$15,303 |
| Viticulture ⁵ | Sector 4 (Fruit farming) | \$113,982 | \$154,211 | \$105,613 | \$142,888 | \$74,664 | \$138,662 |
| Totals | | \$871,542 | \$1,403,316 | \$691,167 | \$1,067,096 | \$627,830 | \$930,823 |

^a Totals may not add due to rounding.

¹ Producer's Share (57.5%) & TAEP's Share (42.5%)

² Producer's Share (65.0%) & TAEP's Share (35.0%)

³ Producer's Share (65.0%) & TAEP's Share (35.0%) through FY10; Producer's Share (57.5%) and TAEP's Share (42.5%) through FY11 & FY12

⁴ Producer's Share (65.0%) & TAEP's Share (35.0%) through FY11; Producer's Share (57.5%) and TAEP's Share (42.5%) through FY12

⁵ Producer's Share (57.5%) & TAEP's Share (42.5%) through FY10; Producer's Share (65.0%) and TAEP's Share (35.0%) through FY12

Table 15. Projected Economic Impacts from The Producer Diversification Program Expenditures in 2011\$

| Program | Direct | Indirect | Induced | Total |
|--|-------------|-----------|-----------|-------------|
| <i>From Producer Investment in FY10</i> | | | | |
| Economic Activity | \$1,393,848 | \$389,888 | \$296,949 | \$2,080,686 |
| Jobs | 42.3 | 3.8 | 2.4 | 48.5 |
| Total Value Added | \$928,286 | \$204,680 | \$177,513 | \$1,310,479 |
| <i>From TAEP Investment in FY10</i> | | | | |
| Economic Activity | \$867,575 | \$249,314 | \$199,209 | \$1,316,098 |
| Jobs | 25.0 | 2.4 | 1.6 | 29.0 |
| Total Value Added | \$572,678 | \$131,948 | \$119,120 | \$823,746 |
| <i>From Producer Investment in FY11</i> | | | | |
| Economic Activity | \$1,067,096 | \$298,468 | \$224,529 | \$1,590,093 |
| Jobs | 26.8 | 2.9 | 1.8 | 31.6 |
| Total Value Added | \$726,558 | \$158,571 | \$134,206 | \$1,019,335 |
| <i>From TAEP Investment in FY11</i> | | | | |
| Economic Activity | \$691,167 | \$200,284 | \$155,166 | \$1,046,617 |
| Jobs | 17.4 | 2.0 | 1.3 | 20.6 |
| Total Value Added | \$461,572 | \$106,660 | \$92,776 | \$661,008 |
| <i>From Producer Projected Investment in FY12</i> | | | | |
| Economic Activity | \$930,823 | \$274,379 | \$231,930 | \$1,437,133 |
| Jobs | 21.2 | 2.6 | 1.9 | 25.7 |
| Total Value Added | \$621,038 | \$148,067 | \$138,716 | \$907,821 |
| <i>From TAEP Projected Investment in FY12</i> | | | | |
| Economic Activity | \$627,830 | \$191,353 | \$165,300 | \$984,483 |
| Jobs | 14.3 | 1.8 | 1.4 | 17.4 |
| Total Value Added | \$410,941 | \$103,490 | \$98,888 | \$613,319 |

Table 16. The Top Five Industries Impacted with Jobs for the Producer Diversification Program, 2011

| Industry | NAICS* | Number of Jobs |
|---|---|----------------|
| <i>Indirect Impacts</i> | | |
| Support Activities for Agriculture & Forestry | 115 | 1.6 |
| Real Estate Establishments | 531 | 0.5 |
| Animal Production, except Cattle, Poultry, & Eggs | 1122, 1124-5, 1129 | 0.2 |
| Wholesale Trade Businesses | 42 | 0.2 |
| Employment Services | 5613 | 0.1 |
| <i>(Remaining Industries)</i> | | <u>2.3</u> |
| | Total: | 4.9 |
| <i>Induced Impacts</i> | | |
| Food Services & Drinking Places | 722 | 0.3 |
| Real Estate Establishments | 531 | 0.2 |
| Private Hospitals | 622 | 0.2 |
| Health Practitioners | 6211-3 | 0.2 |
| Private Household Operations | 814 | 0.1 |
| <i>(Remaining Industries)</i> | | <u>2.1</u> |
| | Total: | 3.1 |
| <i>Total Impacts</i> | | |
| Animal Production, except Cattle, Poultry, & Eggs | 1122, 1124-5, 1129 | 14.4 |
| Other Amusement & Recreation Industries | 71391-3, 71399 | 9.5 |
| Fruit Farming | 111336, 111339 | 8.7 |
| Greenhouse, Nursery, & Floriculture Production | 1114 | 8.1 |
| Vegetable & Melon Farming | 1112, 11131-2, 111331-4, 111336, 111339 | 3.8 |
| <i>(Remaining Industries)</i> | | <u>7.7</u> |
| | Total: | 52.2 |
| *North American Industrial Classification System | | |

TAEP's Agricultural Industry Development funding supports a variety of activities that help support industry development. They include agribusiness development, market promotion, assistance for farmers markets, fairs, community kitchens/incubators, community agricultural learning facilities, forest industry development, program administration/implementation and other activities.

Each TAEP Dollar:

Adds \$2.07 in total economic activity
Adds \$2.45 in total economic activity when matched with producer cost share dollars

Each Million Dollars of TAEP:

Adds 25.8 jobs
Adds 30.5 jobs when matched with producer cost share dollars

Agricultural Industry Development: Total Projected Economic Activity FY06-FY12=\$54,519,284

Table 17. Agricultural Industry Development Expenditures^a Current and Projected

| | FY10 TAEP | FY11 TAEP | Projected FY12 TAEP |
|-------------------------------|--------------------|--------------------|------------------------|
| Commodity Association Grants | \$116,270 | \$65,551 | \$71,991 |
| Agribusiness Development | \$0 | \$419,272 | \$827,645 |
| Market Development Operating | \$645,375 | \$525,831 | \$652,198 |
| Market Development Promotions | \$219,249 | \$914 | \$2,500 |
| Viticulture TFWA | \$9,776 | \$9,776 | \$10,000 |
| Agritourism | \$12,451 | \$20,000 | \$5,000 |
| Water Resources | \$450,000 | \$463,014 | \$476,620 |
| Forest Industry Development | \$750,000 | \$682,417 | \$329,773 |
| Fairs | \$0 | \$13,945 | \$403,379 |
| Farmers Markets | \$168,900 | \$144,452 | \$493,487 |
| Community Ag Learning | \$0 | \$0 | \$148,533 |
| Community Kitchen/Incubators | \$78,841 | \$99,998 | \$0 |
| Land Trust | \$22,504 | \$100,000 | \$100,000 |
| Master Bee | \$7,475 | \$7,475 | \$0 |
| Organic | \$180,767 | \$179,705 | \$144,417 |
| Totals | \$2,661,698 | \$2,732,350 | \$3,665,543 |

^aData provided by the Tennessee Department of Agriculture; prior years (FY06-FY09) are shown in Table 14.

Table 18. Projected Economic Impacts Resulting from TAEP Agricultural Industry Development Expenditures in 2011\$

| Program | Direct | Indirect | Induced | Total |
|---|-------------|-------------|-------------|-------------|
| From TAEP Investment in FY10 | | | | |
| Economic Activity | \$2,755,704 | 1,247,939 | \$1,717,192 | \$5,720,835 |
| Jobs | 48.9 | 8.7 | 14.1 | 71.7 |
| Total Value Added | \$1,466,097 | \$704,614 | \$1,028,609 | \$3,199,319 |
| From TAEP Investment in FY11 | | | | |
| Economic Activity | \$2,732,350 | \$1,235,552 | \$1,685,767 | \$5,653,669 |
| Jobs | 47.9 | 8.6 | 13.8 | 70.3 |
| Total Value Added | \$1,456,055 | \$698,671 | \$1,009,786 | \$3,164,513 |
| From TAEP Projected Investment in FY11 | | | | |
| Economic Activity | \$3,665,543 | \$1,658,338 | \$2,243,561 | \$7,567,442 |
| Jobs | 62.3 | 11.6 | 18.4 | 92.2 |
| Total Value Added | \$1,924,698 | \$937,279 | \$1,343,912 | \$4,205,889 |

Table 19. The Top Five Industries Impacted with Jobs for the Agriculture Industry Development Program, 2011

| Industry | NAICS* | Number of Jobs |
|--|-------------------------------|----------------|
| Indirect Impacts | | |
| Real Estate Establishments | 531 | 1.2 |
| Monetary Authorities & Depository Credit Intermediation Activities | 5222-3 | 0.7 |
| Securities, Commodity Contracts, Investments, & Related Activities | 523 | 0.5 |
| Employment Services | 5613 | 0.5 |
| Food Services & Drinking Places | 722 | 0.5 |
| | <i>(Remaining Industries)</i> | <u>5.2</u> |
| | Total: | 8.6 |
| Induced Impacts | | |
| Food Services & Drinking Places | 722 | 1.5 |
| Private Hospitals | 622 | 0.8 |
| Real Estate Establishments | 531 | 0.8 |
| Health Practitioners | 6211-3 | 0.7 |
| Private Household Operations | 814 | 0.5 |
| | <i>(Remaining Industries)</i> | <u>9.5</u> |
| | Total: | 13.8 |
| Total Impacts | | |
| Civic, Social, Professional, & Similar Organizations | 8134, 8139 | 47.3 |
| Real Estate Establishments | 531 | 2.1 |
| Food Services & Drinking Places | 722 | 2.0 |
| Museums, Historical Sites, Zoos, & Parks | 712 | 1.0 |
| Monetary Authorities & Depository Credit Intermediation Activities | 5222-3 | 0.9 |
| | <i>(Remaining Industries)</i> | <u>17.0</u> |
| | Total: | 70.3 |

*North American Industrial Classification System

Overall Totals for Expenditures, Economic Activity, and Jobs across the TAEP Focus Areas and Program Years

Table 20. TAEP Program Totals

| Program | FY06 | FY07 | FY08 | FY09 | FY10 | FY11 | Projected FY12 | Total FY06-12 |
|--------------------------------|-------------|-------------|--------------|--------------|-------------|-------------|--------------------|----------------------|
| Producer Cost Share | | | | | | | | |
| Cattle Genetics | \$4,744,088 | \$3,850,471 | \$15,784,697 | \$15,813,961 | \$8,295,914 | \$6,151,172 | \$8,012,954 | \$62,653,257 |
| Hay Storage | | \$1,857,143 | \$3,434,871 | \$7,532,804 | \$4,628,997 | \$6,145,723 | \$7,282,698 | \$30,882,236 |
| Animal Feed Storage | | | \$3,040,059 | \$5,507,611 | \$3,967,416 | \$1,205,272 | \$1,450,981 | \$15,171,339 |
| Grain Storage | | | | | \$3,323,717 | \$1,657,379 | \$2,221,446 | \$7,202,542 |
| Producer Diversification | \$1,629,643 | \$1,751,286 | \$2,999,286 | \$1,867,457 | \$1,403,316 | \$1,067,096 | \$930,823 | \$11,648,907 |
| Ag Industry Development | \$341,000 | \$620,000 | \$2,692,872 | | | | | <u>\$3,653,872</u> |
| | | | | | | | TOTAL | \$131,212,153 |
| TAEP Cost Share | | | | | | | | |
| Cattle Genetics | \$3,506,500 | \$2,846,000 | \$11,666,950 | \$11,960,895 | \$6,199,884 | \$5,101,528 | \$6,377,311 | \$47,659,068 |
| Hay Storage | | \$1,000,000 | \$1,849,546 | \$4,056,125 | \$2,492,537 | \$4,542,491 | \$5,382,864 | \$19,323,563 |
| Animal Feed Storage | | | \$2,247,000 | \$4,070,843 | \$2,932,438 | \$890,853 | \$1,072,464 | \$11,213,598 |
| Grain Storage | | | | | \$1,789,694 | \$892,435 | \$1,196,163 | \$3,878,292 |
| Producer Diversification | \$877,500 | \$943,000 | \$1,615,000 | \$1,146,480 | \$871,542 | \$691,167 | \$627,830 | \$6,772,519 |
| Ag Industry Development | \$616,000 | \$1,211,000 | \$4,588,572 | \$5,483,387 | \$2,661,698 | \$2,732,350 | <u>\$3,665,543</u> | <u>\$20,958,550</u> |
| | | | | | | | TOTAL | \$109,805,590 |

Table 21. Economic Impacts Across Programs and Years (2011\$)

| | FY06 | FY07 | FY08 | FY09 | FY10 | FY11 | Projected FY12 | Total FY06-12 |
|--|-------------|-------------|--------------|--------------|--------------|--------------|-------------------|----------------------|
| <i>From Producer Investment</i> | | | | | | | | |
| <u>Direct Economic Activity</u> | | | | | | | | |
| Cattle Genetics | \$5,572,421 | \$4,337,595 | \$16,993,625 | \$16,333,459 | \$8,484,593 | \$6,151,172 | \$8,012,954 | \$65,885,819 |
| Hay Storage | | \$2,185,453 | \$3,896,681 | \$8,193,691 | \$4,827,790 | \$6,145,723 | \$7,282,698 | \$32,532,036 |
| Animal Feed Storage | | | \$3,393,088 | \$5,925,416 | \$4,114,894 | \$1,205,272 | \$1,450,981 | \$16,089,651 |
| Grain Storage | | | | | \$3,466,455 | \$1,657,379 | \$2,221,446 | \$7,345,280 |
| Producer Diversification | \$1,826,942 | \$1,853,882 | \$2,902,823 | \$1,827,728 | \$1,393,848 | \$1,067,096 | \$930,823 | \$11,803,142 |
| <i>Ag Industry Development</i> | \$397,566 | \$702,545 | \$2,988,996 | | | | | \$4,089,107 |
| | | | | | | | Total | \$137,745,035 |
| <u>Total Economic Activity</u> | | | | | | | | |
| Cattle Genetics | \$9,615,767 | \$7,555,999 | \$30,881,127 | \$28,212,552 | \$14,450,275 | \$10,096,167 | \$13,092,428 | \$113,904,315 |
| Hay Storage | | \$3,986,234 | \$7,107,487 | \$14,945,171 | \$8,805,817 | \$11,209,708 | \$13,283,533 | \$59,337,950 |
| Animal Feed Storage | | | \$6,009,481 | \$10,487,259 | \$7,277,758 | \$2,130,170 | \$2,564,432 | \$28,469,100 |
| Grain Storage | | | | | \$6,322,761 | \$3,023,034 | \$4,051,884 | \$13,397,679 |
| Producer Diversification | \$2,641,803 | \$2,675,563 | \$4,215,490 | \$2,628,226 | \$2,080,686 | \$1,590,093 | \$1,437,133 | \$17,268,994 |
| <i>Ag Industry Development</i> | \$826,155 | \$1,459,909 | \$6,211,225 | | | | | \$8,497,289 |
| | | | | | | | Total | \$240,875,327 |
| <u>Total Jobs</u> | | | | | | | | |
| Cattle Genetics | 90.3 | 79.8 | 378.5 | 310.6 | 123.7 | 69.8 | 87.2 | 1,139.9 |
| Hay Storage | | 34.4 | 61.3 | 128.8 | 75.9 | 96.6 | 114.5 | 511.5 |
| Animal Feed Storage | | | 47.1 | 82.0 | 56.8 | 16.6 | 19.9 | 222.4 |
| Grain Storage | | | | | 54.5 | 26.1 | 34.9 | 115.5 |
| Producer Diversification | 61.8 | 62.8 | 96.9 | 57.1 | 48.5 | 31.6 | 25.7 | 384.4 |
| <i>Ag Industry Development</i> | 9.8 | 17.6 | 78.0 | | | | | 105.4 |
| | | | | | | | Total | 2,479.1 |

Table 21. Economic Impacts Across Programs and Years (2011\$) (Cont.)

| | FY06 | FY07 | FY08 | FY09 | FY10 | FY11 | Projected FY12 | Total FY06-12 |
|------------------------------------|-------------|-------------|--------------|--------------|--------------|-------------|-------------------|----------------------|
| <i>From TAEP Investment</i> | | | | | | | | |
| <u>Direct Economic Activity</u> | | | | | | | | |
| Cattle Genetics | \$4,118,746 | \$3,206,673 | \$12,416,479 | \$12,347,037 | \$6,399,883 | \$5,101,528 | \$6,377,311 | \$49,967,657 |
| Hay Storage | | \$1,176,782 | \$2,098,213 | \$4,411,987 | \$2,599,579 | \$4,542,491 | \$5,382,864 | \$20,211,916 |
| Animal Feed Storage | | | \$2,507,935 | \$4,379,655 | \$3,041,443 | \$890,853 | \$1,072,464 | \$11,892,350 |
| Grain Storage | | | | | \$1,866,553 | \$892,435 | \$1,196,163 | \$3,955,151 |
| Producer Diversification | \$983,738 | \$998,244 | \$1,563,058 | \$1,126,329 | \$867,575 | \$691,167 | \$627,830 | \$6,857,941 |
| <i>Ag Industry Development</i> | \$718,184 | \$1,371,632 | \$5,090,517 | \$5,876,982 | \$2,755,704 | \$2,732,350 | \$3,665,543 | <u>\$22,210,912</u> |
| | | | | | | | Total | \$115,095,927 |
| <u>Total Economic Activity</u> | | | | | | | | |
| Cattle Genetics | \$7,107,306 | \$5,586,129 | \$21,688,702 | \$21,407,202 | \$10,819,334 | \$8,531,828 | \$10,552,240 | \$85,692,741 |
| Hay Storage | | \$2,146,433 | \$3,827,109 | \$8,047,399 | \$4,741,594 | \$8,285,436 | \$9,818,264 | \$36,866,235 |
| Animal Feed Storage | | | \$4,441,790 | \$7,751,452 | \$5,379,212 | \$1,574,474 | \$1,895,449 | \$21,042,377 |
| Grain Storage | | | | | \$3,404,564 | \$1,627,788 | \$2,181,783 | \$7,214,135 |
| Producer Diversification | \$1,422,511 | \$1,440,688 | \$2,269,879 | \$1,648,065 | \$1,316,098 | \$1,046,617 | \$984,483 | \$10,128,341 |
| <i>Ag Industry Development</i> | \$1,492,409 | \$2,843,572 | \$10,551,987 | \$12,192,081 | \$5,720,835 | \$5,653,669 | \$7,567,442 | <u>\$46,021,995</u> |
| | | | | | | | Total | \$206,965,824 |
| <u>Total Jobs</u> | | | | | | | | |
| Cattle Genetics | 66.8 | 58.6 | 230.1 | 242.0 | 94.4 | 68.2 | 77.4 | 837.5 |
| Hay Storage | | 18.5 | 33.0 | 69.4 | 40.9 | 71.4 | 84.6 | 317.8 |
| Animal Feed Storage | | | 34.8 | 60.6 | 41.9 | 12.2 | 14.7 | 164.2 |
| Grain Storage | | | | | 29.3 | 14.0 | 18.8 | 62.1 |
| Producer Diversification | 33.3 | 33.8 | 52.2 | 34.3 | 29.0 | 20.6 | 17.4 | 220.6 |
| <i>Ag Industry Development</i> | 18.7 | 35.5 | 131.7 | 152.5 | 71.7 | 70.3 | 92.2 | <u>572.6</u> |
| | | | | | | | Total | 2,174.8 |