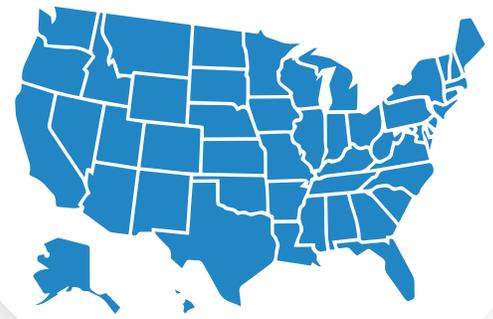


US ANIMAL FOOD INDUSTRY IS CRUCIAL TO AGRICULTURE, ECONOMY



United States

America's animal food industry is at the intersection of plant and animal agriculture. Our over 5,800 manufacturing facilities take farm-grown crops, ingredients and coproducts and produce high-quality, nutritious and safe animal food. We promote the healthy growth and development of more than 9.8 billion livestock and poultry¹ annually and keep America's over 135 million dogs and cats² nourished.

But feeding America's livestock and pets is not all that we do. Our industry also contributes significantly to the national economy.³ With the demand for our products expected to grow, our industry is well positioned to continue developing innovative solutions that improve animal nutrition and meet our customers' needs, while reducing our environmental footprint.

The U.S. By The Numbers



\$297.1 BILLION
Total Sales



\$102.1 BILLION
Value Added



944,227
Jobs



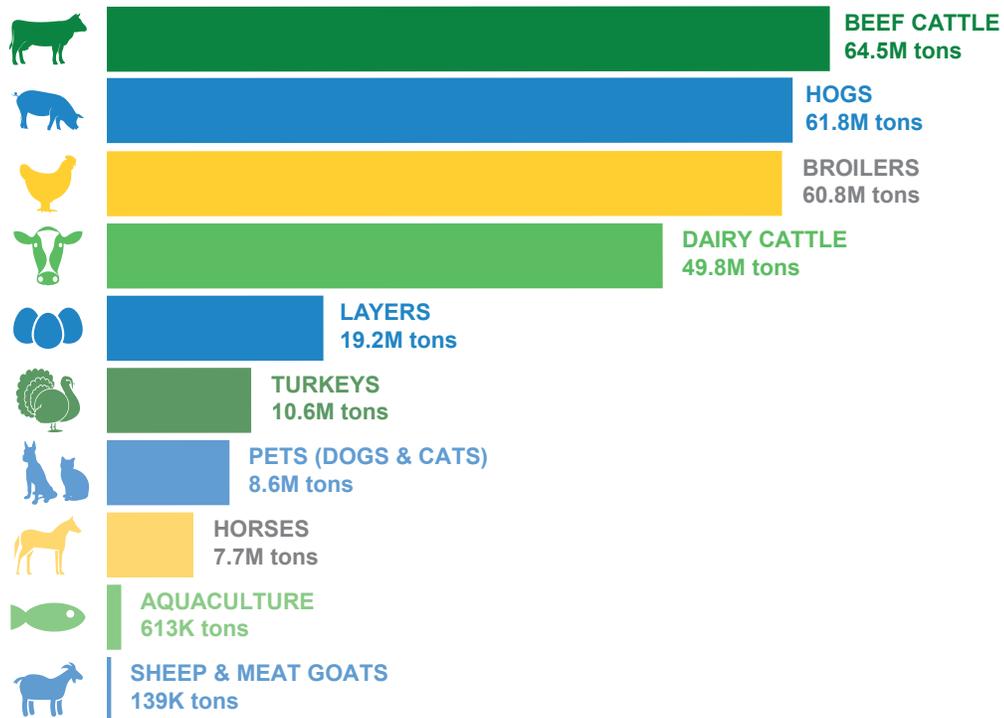
\$55.9 BILLION
Labor Income



\$22.5 BILLION
Taxes

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 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 food industry.

The Demand for Animal Food Is Strong



In 2019, nearly 284 million tons of animal food were consumed by domestic livestock and pets.⁴

With more than 900 agricultural ingredients on the market, animal nutritionists have many choices when formulating nutritious diets for animals at their various life stages. They use everything from major agricultural commodities to coproducts (e.g., soybean oil, dried distillers' grains or bakery meal) to supplements (e.g., enzymes, vitamins and minerals) that are available in the regions the animals are raised to offer the most affordable options for farmers and ranchers.

Top 5 Feed Ingredients



145M TONS
Corn



35M TONS
Soybean Meal



32M TONS
DDGs



8M TONS
Wheat Products



6M TONS
Corn Gluten Feed/Meal

Sources: 1. Based on 2019 domestic livestock inventory and production numbers, obtained from Decision Innovation Solutions (DIS) in February 2021. 2. Based on statistics from the American Veterinary Medical Association's "2017-2018 U.S. Pet Ownership & Demographics Sourcebook," obtained from avma.org. 3. Based on 2016 economic data from IFEEDER's "The U.S. Animal Feed and Pet Food Manufacturing Industry Economic Contribution Study" October 2017 report, prepared by DIS. 4. Based on 2019 consumption data from IFEEDER's "Animal Feed/Food Consumption and COVID-19 Impact Analysis" December 2020 report, prepared by DIS.