

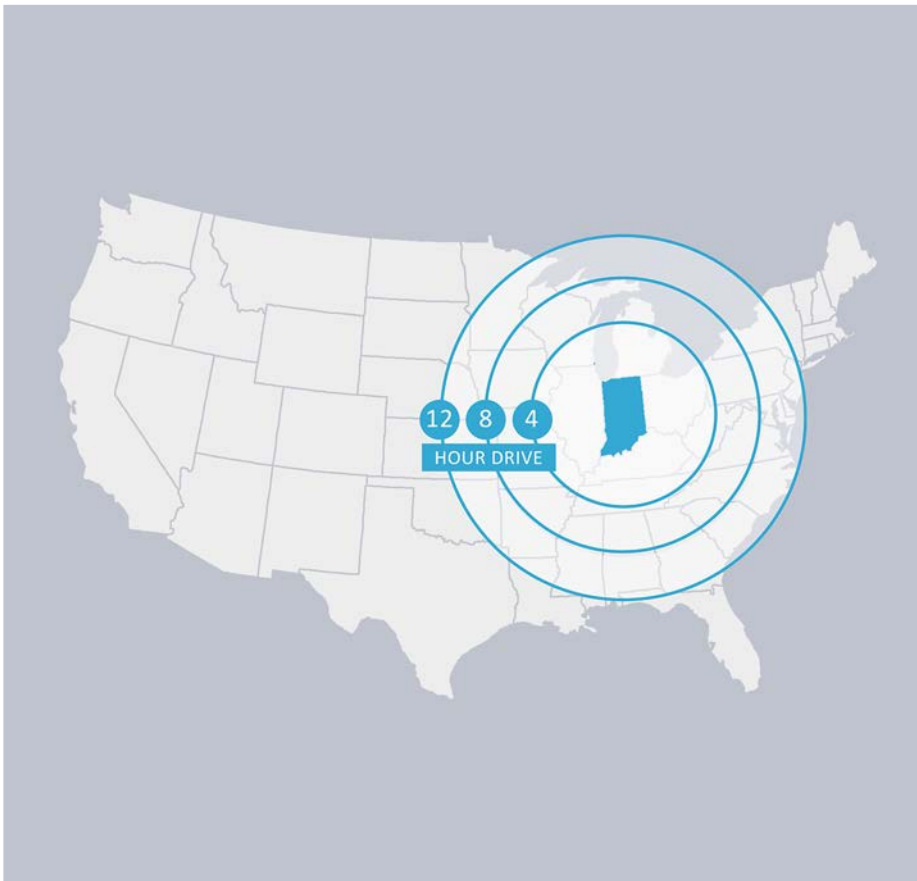


INDIANA AGRICULTURE

Throughout Indiana's rich history, agriculture has played an important role in the state's economic and cultural identity.

INDIANA AGRICULTURE

Indiana's natural environment and commitment to supporting businesses make it an ideal location for agricultural business opportunities – a state that works for agribusiness.



#1

Duck production, wood office furniture and kitchen cabinet manufacturing

#2

Popcorn production, ice cream production, chickens, and total eggs produced

#3

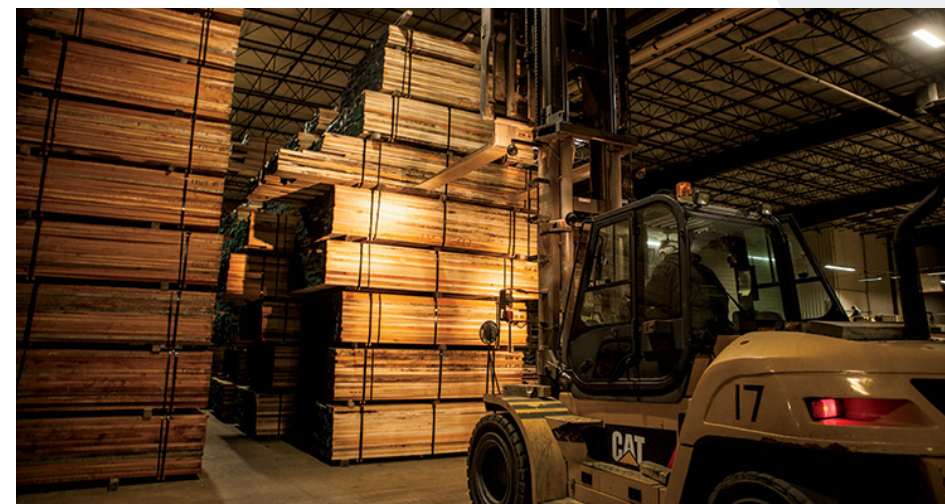
Spearmint, tomatoes (all), and cover crops

#4

Pumpkins, peppermint, and turkeys raised

#5

Corn (for grain), soybeans, watermelon, and hog production



ECONOMICS

Agriculture is a vital component of Indiana's economic health. In fact, more than 80 percent of Indiana's land is devoted to farms and forests. At the heart of Indiana agriculture is a desire to sustain Indiana's resources while fueling economic growth throughout our state. Every 10 jobs directly related to agriculture supports an additional eight jobs in the state.

ECONOMIC CONTRIBUTION
\$31.2 billion

NUMBER OF FARMS
56,649 farms

LAND IN FARMS
15 million acres

FARMERS
94,350

TOTAL EXPORTS
\$4.6 billion

NATIONAL RANKING
10th

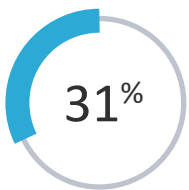
CORN AND SOYBEAN LEADERS

In Indiana agriculture, corn and soybeans are at the top of the list. These two cash crops make up approximately 60 percent of the agricultural products sold in Indiana. In a typical year, almost half of the cropland in Indiana is corn.

While corn and soybeans can find their way from field to fork, they also play a critical role in the overall agriculture industry. Soybean products serve as the leading source of protein for livestock and poultry. The corn and soybeans grown in the state are also made into biofuels and fiber materials such as ethanol and carpet.

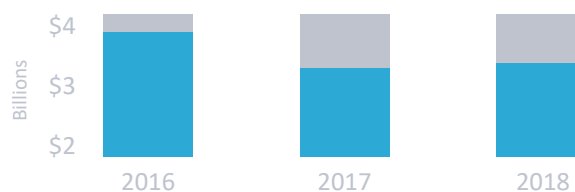
What we grow in Indiana does not all stay in the state. More than \$4.6 billion of Indiana's agricultural products are exported throughout the world, producing important economic benefits for the state.

CORN

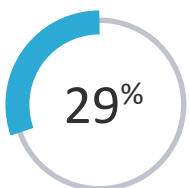


Percentage of agricultural production in Indiana by value of sales.

- » Corn is the leading commodity in Indiana, totaling \$3.28 billion in sales.
- » Much of the corn grown in Indiana is used to feed pigs, cows and chickens.
- » Indiana produces a wide variety of corn, including over 20% of the nation's popcorn supply.
- » Generating more than \$636 million, Indiana is the fifth largest corn exporter in the U.S.

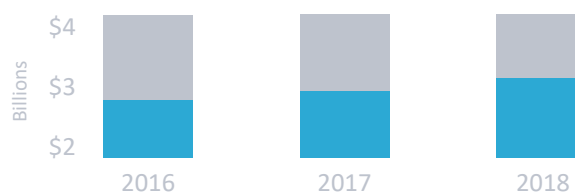


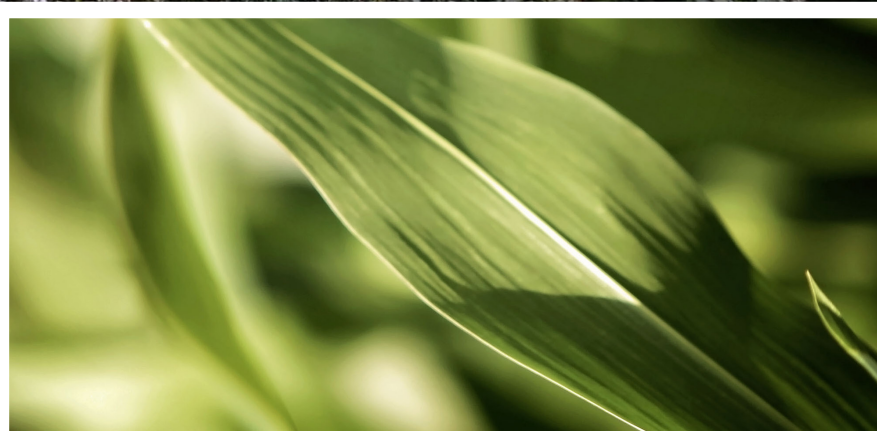
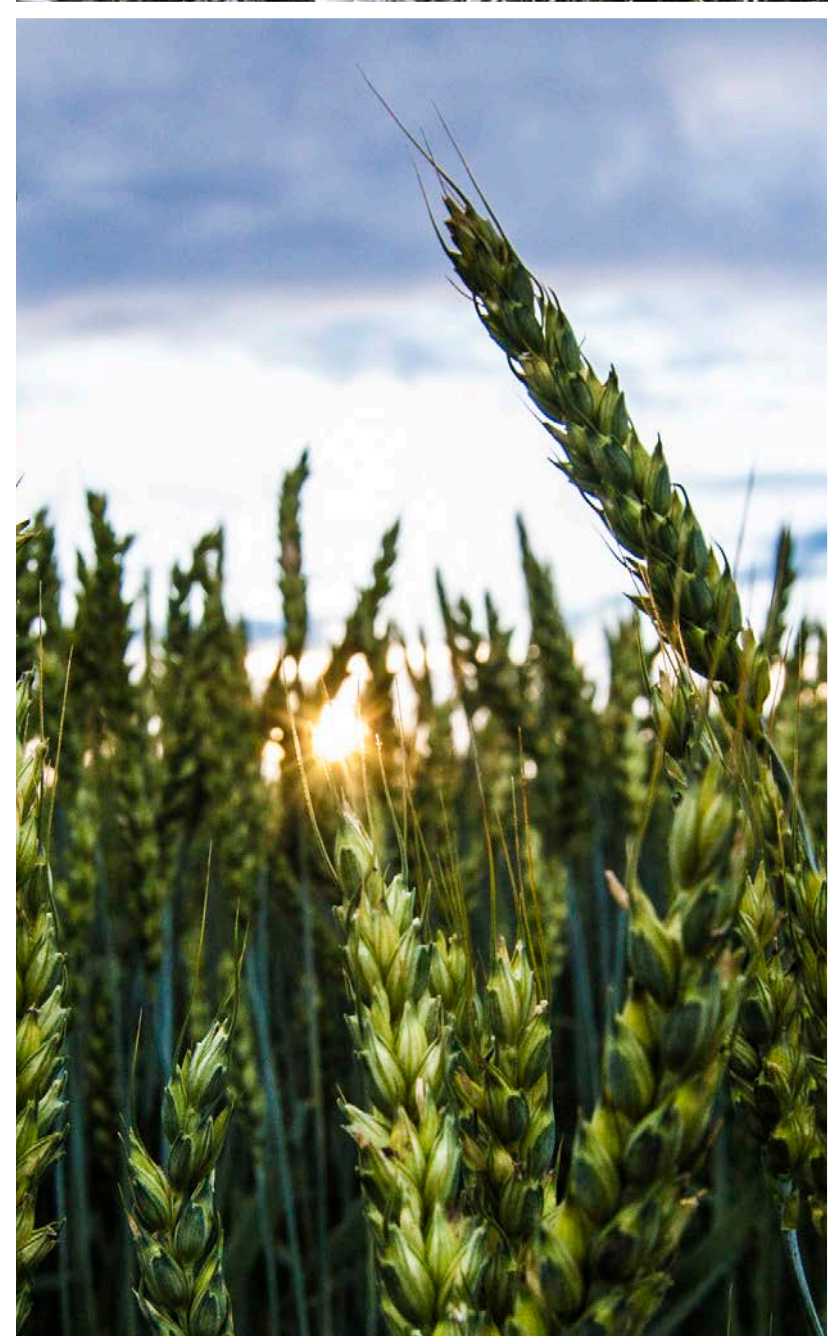
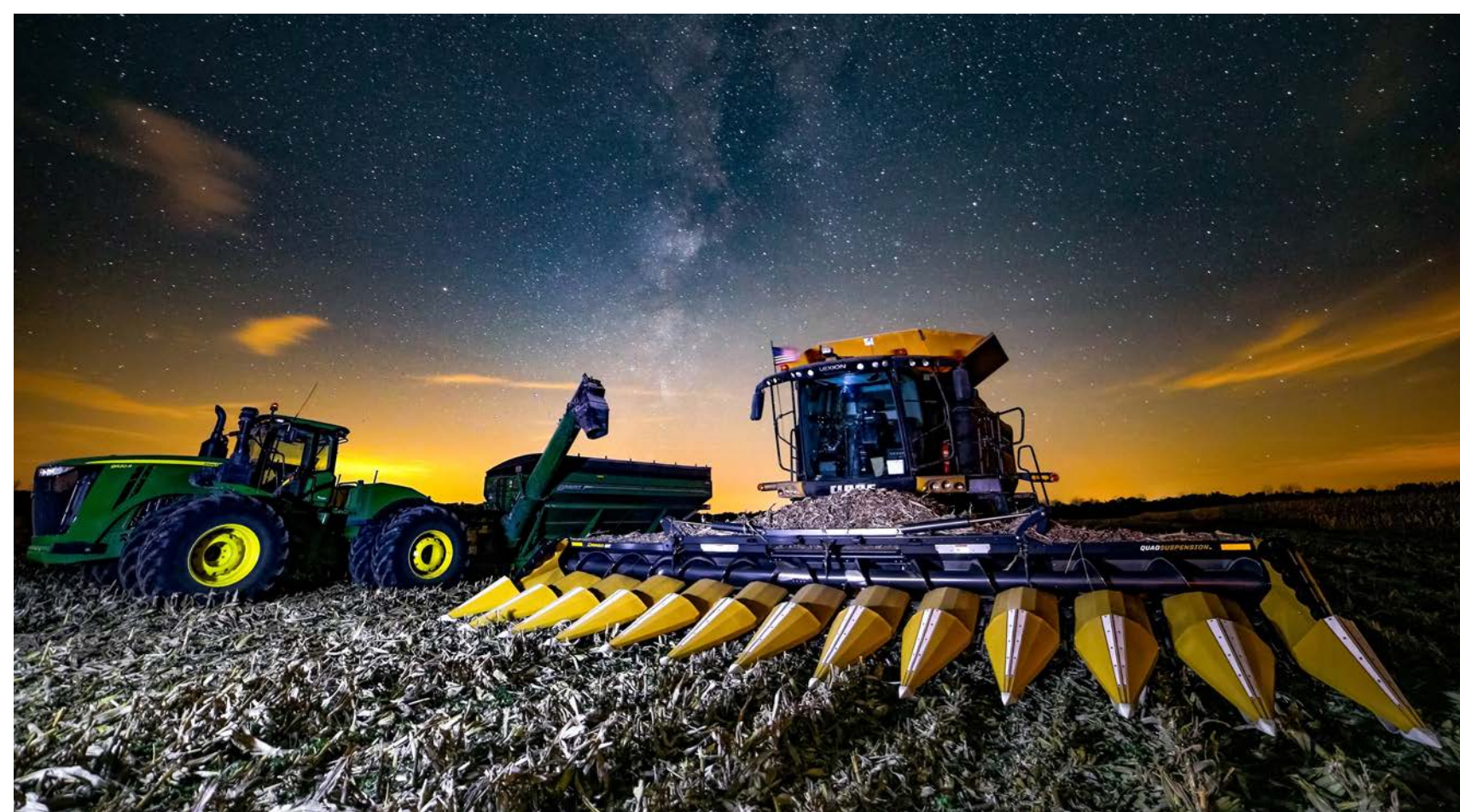
SOYBEANS



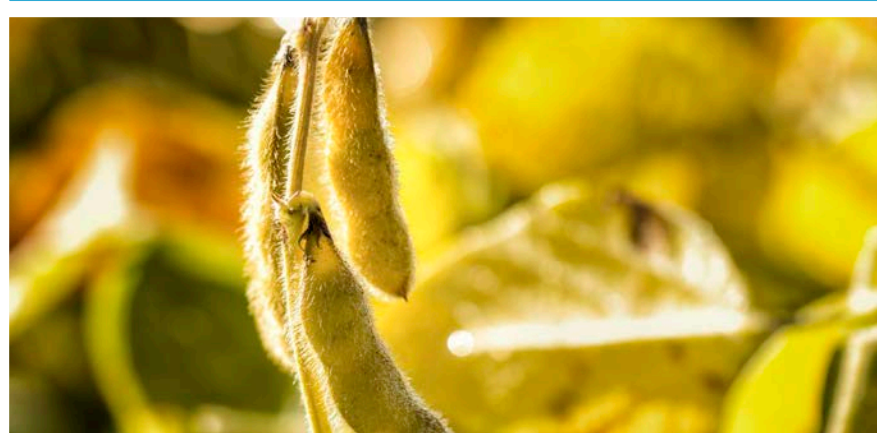
Percentage of agricultural production in Indiana by value of sales.

- » Soybeans are the second largest commodity in Indiana, totaling \$3.08 billion in sales.
- » Soybeans and related products account for half of Indiana's agricultural exports.
- » Indiana farmers planted 5.9 million acres in 2018.
- » Indiana's soybean production totaled 324 million bushels.





We are national leaders, but our best work is yet to come.

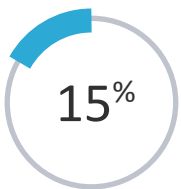


PORK, POULTRY/EGGS, AND DAIRY LEADERS

While Indiana is a leader in corn and soybeans, we are also nationally renowned for our pork, poultry/eggs, and dairy sectors. Together, these five commodities make up more than 90 percent of the total cash receipts farmers receive every year.

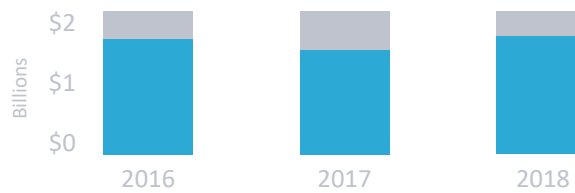
Overall, our livestock industry is a major economic driver and is especially important today, as more consumers around the world are incorporating animal protein as part of their diets.

MEAT ANIMALS

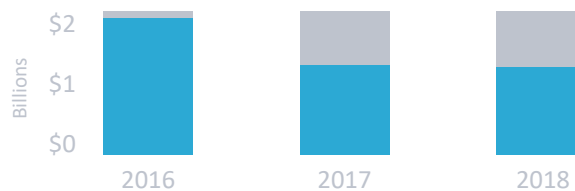


Percentage of agricultural production in Indiana by value of sales.

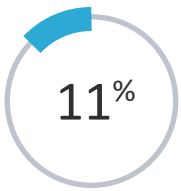
- » Meat animal production, such as hogs, is the third largest commodity in Indiana, totaling \$1.62 billion in sales.
- » Indiana has roughly 3,000 family pork farmers.
- » Generating nearly \$377 million, Indiana is the fifth largest pork exporter in the nation.



- » Poultry and eggs combine to make up the fourth largest commodity in Indiana, totaling \$1.18 billion in sales.
- » Last year, more than 9.5 billion eggs were produced in Indiana.
- » In total, Hoosier farmers raised more than 42 million chickens and 20 million turkeys in 2018.

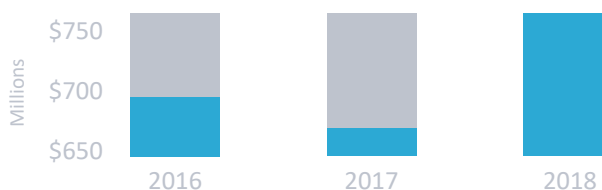


POULTRY/EGGS

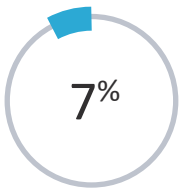


Percentage of agricultural production in Indiana by value of sales.

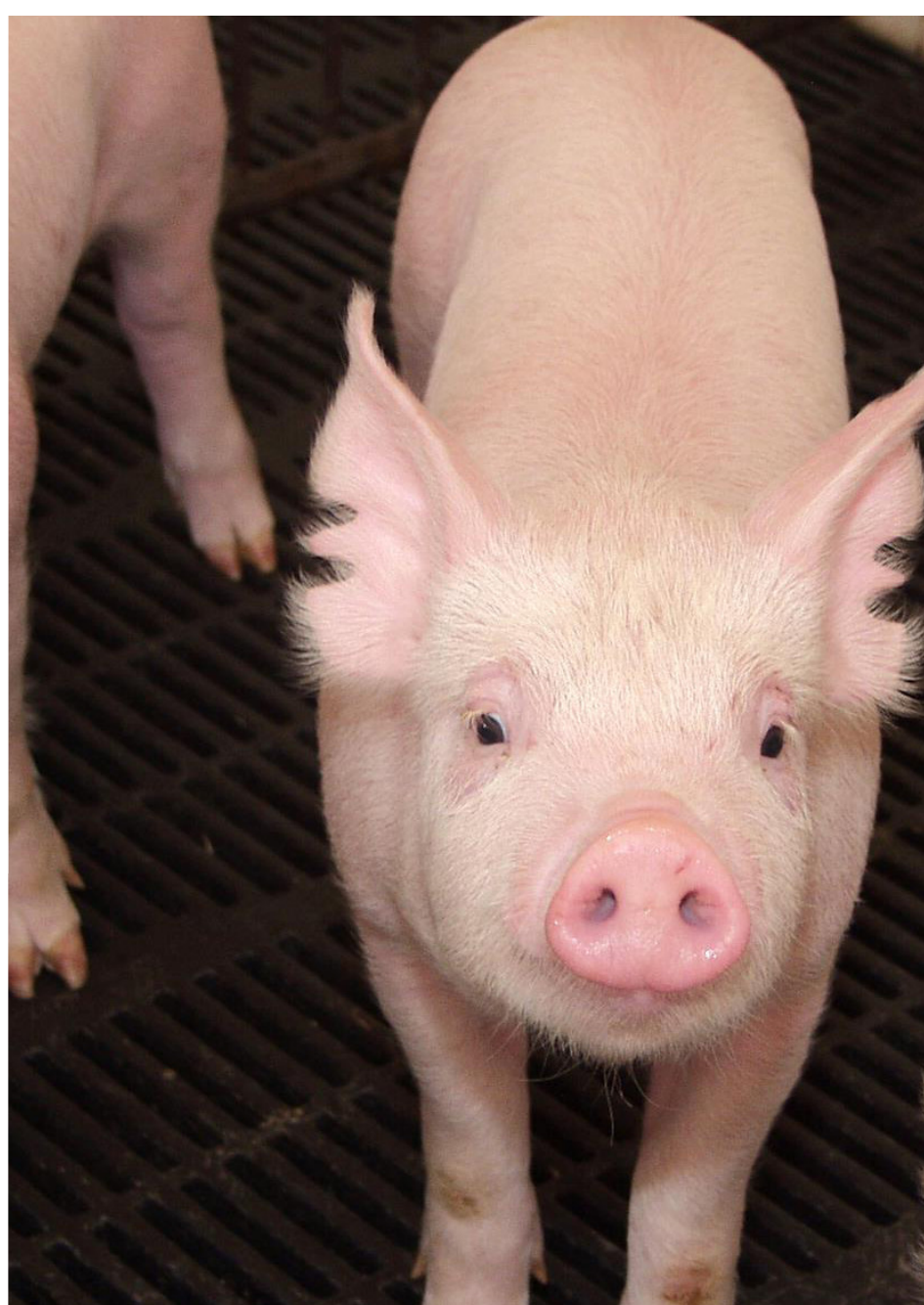
- » Dairy is the fifth largest commodity in Indiana, totaling \$750 million in sales.
- » Indiana's 179,000 cows produce more than 4 billion pounds of milk each year.
- » There are just under 900 licensed dairy farms that call Indiana home, with an average herd size of 187 cows per farm.



DAIRY



Percentage of agricultural production in Indiana by value of sales.



*We're not only a
workforce, but a force
that works.*





HARDWOOD LEADERS

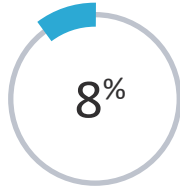
From row crops to livestock production, Indiana has a robust and diverse agricultural industry and leads the nation in many sectors – one of particular significance is hardwoods.

Since the formation of the state in 1816, and even before then, the hardwoods industry has been a major economic driver in Indiana. Today, this important sector accounts for one-third of the state's agricultural economy and supports more than 70,000 high-wage jobs in a variety of fields, from sawmills to carpentry to wood kitchen cabinet manufacturing.

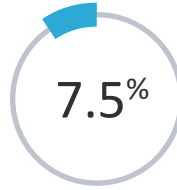
Moreover, Indiana's hardwoods industry has demonstrated its commitment to conservation and sustainable forestry practices, allowing Hoosier forests to grow and thrive over the years.

FOREST RESOURCES

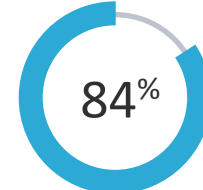
Indiana is renowned for producing high quality hardwood timber for products, such as grade lumber and veneer, as well as substantial amounts of industrial wood for shipping and construction purposes. This diversity of products is made possible by Indiana's diverse and productive hardwood forest resource. Forest area, volume of wood, and percentage of sawtimber trees have all been on the increase. Indiana has roughly 4.9 million acres of forestland. Statewide timber growth exceeds removals for harvest and natural tree mortality by 3.3 times.



394,000 acres are owned by state and local government



388,493 acres are owned by the federal government



4.1 million acres are privately owned

ECONOMICS

The hardwoods industry is a significant sector within Indiana's agriculture economy. Not only is Indiana known for producing high-quality timber, the secondary manufacturing industry also adds tremendous value to both timber and the broader economy. For every dollar of added value generated by Indiana's hardwood industries, an additional \$0.80 is generated by firms and their employees that support the production of hardwood products. The employment multiplier for the hardwoods industry is 1.85, meaning that every person directly employed in hardwoods triggers an additional 0.85 persons to be hired throughout the state.

- » Hardwoods contributes approximately \$10.4 billion to the state's economy.
- » Indiana's hardwoods industry employs 70,425 workers, who make an average salary of \$66,188 per year.
- » The 2017 value of exports were at its highest point since 2004, totaling \$268.1 million.





AQUACULTURE

Indiana produces millions pounds of fish per year from about 35 farms estimated at a value of \$6.2 million. Fish grown in Indiana include trout, baitfish, crustaceans, mollusks, ornamental fish, game fish, and more.

WINERIES

Indiana's award-winning wineries range from small shops in quaint towns to large farms set on hundreds of acres. Since 2004, the number of Indiana wineries has increased more than 100 percent.

AGRITOURISM

Agriculture is Indiana's calling card and agritourism is bolstering that further. Our state has a robust, growing agritourism industry with more than 300 pristine agritourism destinations around the state.



SPECIALTY CROPS

Hoosier farmers grow more than 30 major fruits and vegetables each year. Indiana is a top five producer of tomatoes for processing, spearmint, peppermint and watermelons. These products can be found at one of Indiana's 200+ farmers markets.

CONSERVATION

Indiana is a national leader in conservation. Last year, farmers voluntarily planted more than 1 million acres of cover crops, ranking No. 3 in the U.S. They also shifted nearly 1 million acres from conventional tillage to conservation tillage.

ETHANOL

Indiana consistently ranks in the Top 5 nationally for ethanol production. With 13 ethanol plants and 5 biodiesel plants, Indiana has the opportunity to produce more than 1 billion gallons of biofuels per year.

UNIVERSITIES

Throughout history, many advances in tools, machinery and farming practices have made American farmers the most productive in the world. In the 21st century, many new ways to improve agriculture and food processing are researched and developed here in Indiana.

Purdue University in West Lafayette, Indiana is home to one of the world's most outstanding colleges of agriculture (ranked ninth in the world by Quacquarelli Symonds). Purdue provides degree programs in all areas of agriculture, ranging from agronomy to economics. Under the guidance of renowned professors, Purdue is discovering innovative ways to improve agriculture through cutting-edge research.

The work at Purdue complements the life science and medical studies at Indiana University's Bloomington and Indianapolis campuses, as well as other colleges and universities like Ivy Tech, Huntington and Vincennes. With a deep bench of agriculture colleges, we are cultivating the next generation of innovators and agriculture professionals in the state.

Source: Purdue University



Indiana has more than 50 colleges and universities



Indiana is home to some of the nation's top research universities





INNOVATION

In addition to research and development at the universities, a number of leading agribusinesses located in all parts of Indiana are developing and enhancing their own products. Indiana is home to multiple global companies who have their own teams of experts conducting important research.

To facilitate collaboration and synergies among all of these public and private sector entities, AgriNovus Indiana has been launched. Representatives from agribusinesses, academia and government agencies are leading this effort to firmly establish Indiana as a world center for innovation in both agricultural practices and food processing technology. Through this initiative, Indiana agribusinesses can help feed the world with more plentiful and nutritional food products.

Source: AgriNovus Indiana



\$16 billion contribution to Indiana's economy



75,000 Hoosiers employed in high paying jobs



36 companies committed to invest \$923 million in 2018





CONNECTIVITY

Our location in the center of the U.S. makes Indiana one of North America's leading logistics hubs, which positions us to distribute our agricultural products all over the world.

- RAIL
 - » 1st in the U.S. for rail tons of primary metal products originated
 - » 3rd in the nation for total freight railroads—41 total
 - » 5th in Class I railroads
 - » 6th in rail tons of food products originated

- ROAD
 - » 1st in pass-through interstates
 - » 1st in shortest distance to median center of U.S. population

- AIR
 - » Best airport in North America
 - » 2nd largest FedEx air hub worldwide
 - » 6th largest cargo airport

- WATER
 - » 3 international ports
 - » 400 miles of navigable waterways,
 - » Only statewide port system providing international connections for America's Heartland via the Great Lakes and Ohio-Mississippi River System

- INVESTMENT
 - » \$1.2 billion per year allocated through 2020 for transportation infrastructure projects
 - » \$1 billion in new infrastructure investments to assure continued global connectivity






Sources: Airports Council International and Indiana Economic Development Corporation



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