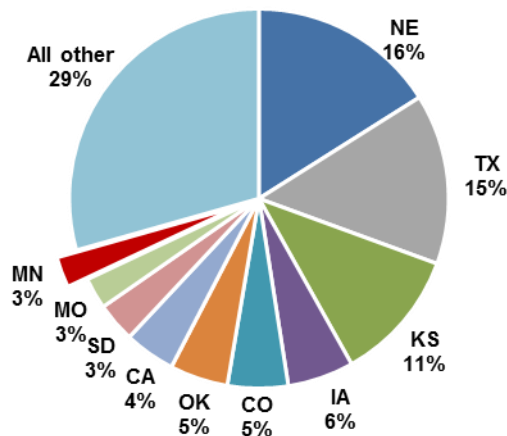


MINNESOTA BEEF INDUSTRY

Overview

- Minnesota ranks No. 10 in cattle production in the nation.
- Minnesota has 2,420,000 head of cattle and calves and produces \$2 billion in total sales annually.
- There are 20,383 cattle farms in Minnesota.

U.S. Top 10 States: Cattle Production
(%-share by value)

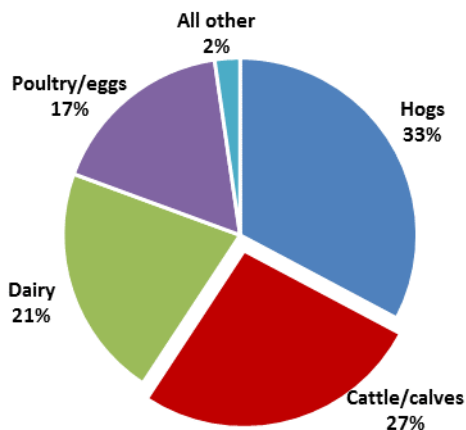


Source: USDA, NASS

Cash Receipts

Minnesota cattle production is the 2nd largest livestock sector in the state. Cattle and calves account for 27% of Minnesota's livestock cash receipts and 13% of the state's total agricultural cash receipts.

MN Livestock Cash Receipts by Sector
(%-share by cash receipts)

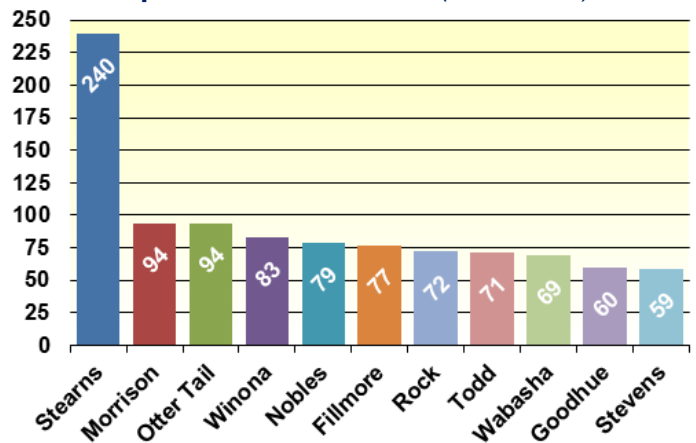


Source: USDA, NASS

County Rankings

Minnesota's top cattle county, Stearns, accounts for 10% of the state's total cattle numbers. Other top counties include (in ranking order): Morrison, Otter Tail, Winona, Nobles, Fillmore, Rock, Todd, Wabasha, Goodhue, and Stevens.

Top 10 Counties: Cattle (1,000 head)

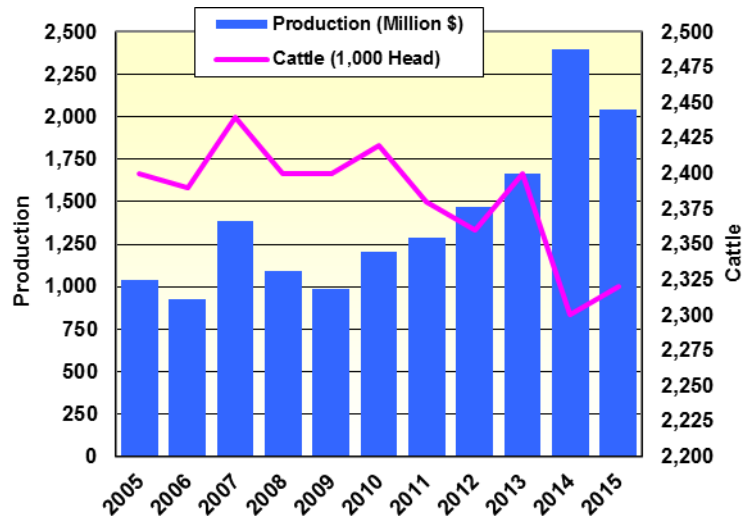


Source: USDA, NASS

Production Trend

Minnesota produced \$2 billion in cattle and calve sales in 2015 – a second record-high. From 2005 to 2015, the value of cattle production in Minnesota nearly doubled while cattle numbers decreased by 3.3%.

MN Cattle Inventory & Value of Production



Source: USDA, NASS



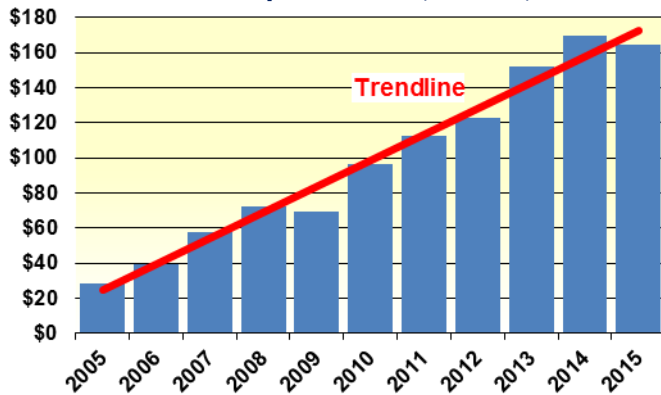
MINNESOTA BEEF INDUSTRY

Exports

Minnesota ranks No. 10 in beef exports in the U.S. In 2015 (latest data year available), Minnesota exported \$165 million in beef/veal, up from \$28 million in 2005 – a nearly 500% increase.

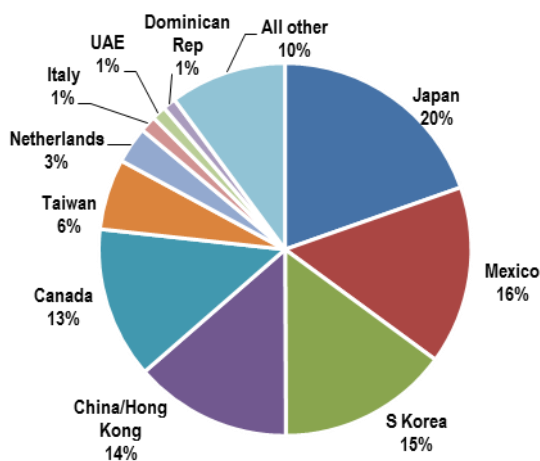
The largest export markets are Asia (57% market-share), North America (29%), and Europe (6%).

MN Beef Export Trend (\$ Million)

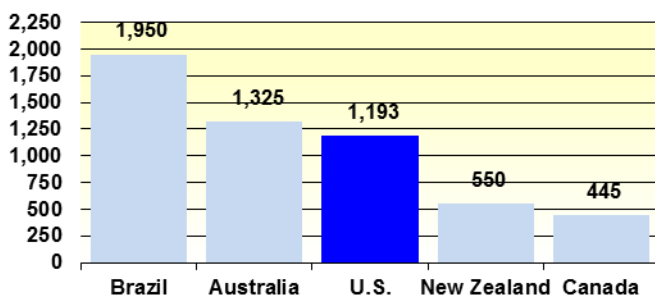


Source: USDA, ERS

MN Largest Beef Export Markets (%-share by value)

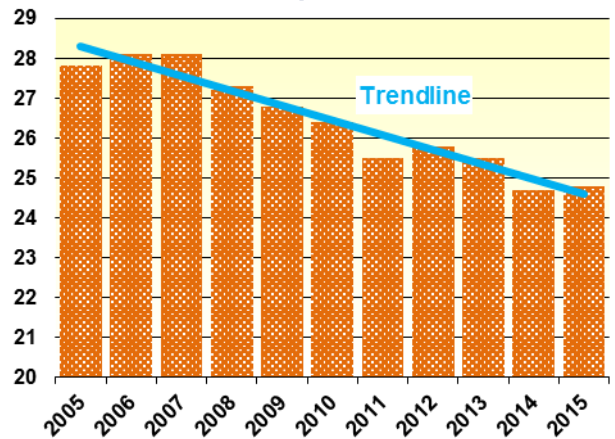


Global Beef Exports: Top Exporters (1,000 MT)



Source: USDA, FAS

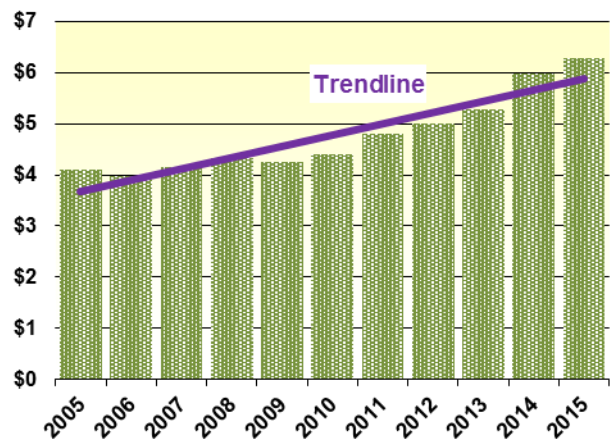
U.S. Beef Consumption (Billion pounds)



Source: USDA, NASS

U.S. Beef Prices (2005-2015)

Average annual retail choice beef (\$/pound)



Source: USDA, NASS

Economic Impact

In Minnesota, beef production at the farm level has a “multiplier effect” of \$2.05 for every dollar of output.

Specifically, Minnesota’s beef production creates economic activities in many other economic sectors including agriculture, manufacturing, transportation, trade, services, finance, insurance, real estate, and construction, etc.

Minnesota beef production’s total economic impacts at the farm level (not including meat processing):

- Output impact: \$4.2 billion
- Employment impact: 26,945 jobs.