AFIA: MEETING THE NEEDS OF A DIVERSE, THRIVING ANIMAL FOOD INDUSTRY

What is AFIA?

650+ domestic & international members, representing the total feed industry
- Commercial & integrated feed & pet food manufacturers
- Ingredient suppliers
- Equipment manufacturers

= 75% of all the feed & 70% of all the non-whole grain ingredients used in the U.S.

Why is the American feed industry important?

- Produces more than 284M tons of safe, high quality & nutritious animal food
- 875+ facilities are certified in one of four Safe Feed/Safe Food programs, promoting best-in-class safe manufacturing standards globally

How do U.S. animal food manufacturing facilities contribute to the economy?

5,800+ manufacturing facilities generate economic benefits in every state

$297B in total sales, including:
- $102B in value-added & $56B in wages

$22.5B in local, state & national taxes

$7.5B* = total U.S. exports
= $5.5B feed & feed ingredients + $2B pet food products

*total excludes bulk commodities, soybean meal & corn co-products

944,000+ jobs

What are the top animal food-producing states? (based on total 2016 sales)

California — $22.5B
Missouri — $23.9B
Texas — $19.1B

How does the feed industry give back?

Thousands of hours = time employees spent volunteering at community organizations

Millions of pounds of food donated to Americans & their pets following the coronavirus pandemic

Roughly how much do U.S. companion animals eat annually?

$30.3 billion in total dog & cat food sales

58M Cats & 77M Dogs consume 8.6 million tons of pet food

How do pet food manufacturers generate economic value in the supply chain?

$4.1B in materials, services, equipment & labor sold to farm suppliers
$5.3B in materials & services sold to farmers
$6.9B in farm products sold to pet food manufacturers
9.8M tons of dog & cat food produced by pet food manufacturers
$30.3B in dog & cat food sold to consumers
What ingredients are used in animal feed¹?
900+ ingredients on the market

- CORN: 145M tons
- SOYBEAN MEAL: 35M tons
- DDGs: 32M tons
- WHEAT PRODUCTS: 8M tons
- CORN GLUTEN FEED/MEAL: 6M tons

What are the top states for the consumption of animal feed¹ & pet food⁶?

- Iowa: 28.8M tons
- Texas: 21.1M tons
- California: 17.5M tons
- Texas: 774K tons
- California: 706K tons
- Florida: 510K tons

What ingredients are used in pet food⁶?

- Farm & Mill-based Ingredients: 4M tons ($1.4B)
- Meat & Poultry Products: 1.63M tons ($3.21B)
- Rendered Protein Meals: 1.5M tons ($563M)
- Animal & Poultry Fats: 289k tons ($153M)
- Fishery Ingredients: 199k tons ($893M)
- Broth Ingredients: 167k tons ($834M)
- Minerals & Others: 3,700 tons ($12.5M)

Do you consume milk, meat or eggs?
AFIA members keep animals healthy by providing nutritious, safe feed!

Which animals eat the most food¹?

- Beef Cattle: 64.5M tons
- Hogs: 61.8M tons
- Broilers: 60.8M tons

Is the animal food industry sustainable? Yes!

Over 40% of ingredients used in feed comes from other industries¹

Sustainability is cooked right into pet food through the use of nutritious ingredients sourced from human food production, such as bakery or brewery items or wholesome parts of the animal people don’t eat.⁶

Sources:
2. Safe Feed/Safe Food Certification Program stats as of March 11, 2021.