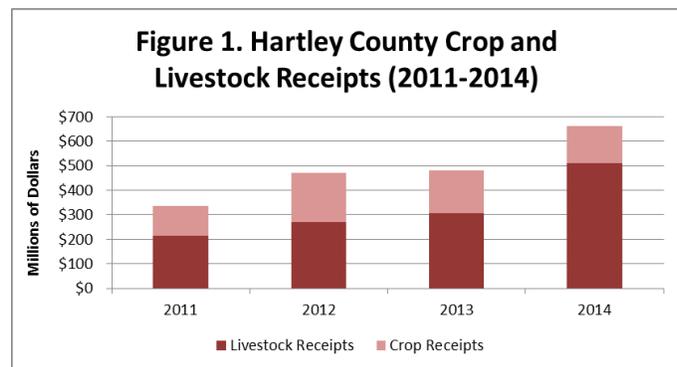


AT A GLANCE

- *Hartley County's agricultural value exceeded \$661.6 million in 2014 (Figure 1).*
- *Hartley County ranks 1st in corn sales, 4th in fed cattle sales, 5th in ensilage sales, and 9th in dairy sales (Table 1).*
- *Approximately 1,534 agricultural-related workers make up 71.8% of all private-sector employment (Table 2).*
- *Hartley County ranks 4th among Texas counties with total agricultural receipts from 2011-2014 averaging \$487.8 million. Estimated county- and state-level impacts are \$606.5 and \$985.6 million, respectively (Table 1).*
- *This analysis does not include the impact of agriculturally related public sector employees or the 255 farm and ranch operators.*

The Impact of Agribusiness HARTLEY COUNTY 2015

Most of Hartley County's 1,462-square-mile land area is used for agricultural purposes, with 632,654 acres in permanent pasture and another 270,286 acres in cropland. Approximately 155,000 irrigated acres provide flexibility with respect to the type of crops grown. Corn dominates annual sales, averaging \$99.3 million between 2011 and 2014. Ensilage and hay sales average \$16.3 million and \$11.5 million, respectively. Hartley County ranks 1st in corn production, 5th in ensilage production, 23rd in wheat production and 4th in total agricultural receipts among Texas counties. The county also grows a large amount of vegetables, with average receipts of \$14.4 million between 2011 and 2014.



Livestock production is a critical part of the local economy, making up \$325.3 million in annual value-added sales. Fed beef is a major contributor to livestock receipts. Feedlot operations exhibited annual sales of \$196 million from 2011-2014 (Table 1). As a result, Hartley County is

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Table 1. Average Annual Agricultural Cash Receipts, Hartley County, 2011-2014.

| | Value (\$1,000,000) | State Rank | County Economic Impact* (\$1,000,000) | State Economic Impact* (\$1,000,000) |
|--|------------------------|------------|---|--|
| Crops: | | | | |
| Corn | \$99.3 | 1 | \$119.0 | \$229.2 |
| Wheat | \$8.9 | 23 | \$10.7 | \$20.5 |
| Cotton | \$4.0 | 86 | \$4.7 | \$7.2 |
| Sorghum | \$7.9 | 28 | \$9.4 | \$18.2 |
| Ensilage | \$16.3 | 5 | \$18.3 | \$30.5 |
| Hay | \$11.5 | 29 | \$12.9 | \$21.5 |
| Other Crops | \$14.6 | 35 | \$16.4 | \$27.3 |
| Total Crop Receipts | \$162.4 | 9 | \$191.5 | \$354.5 |
| Livestock and Livestock Products: | | | | |
| Fed Beef - Value Added | \$196.0 | 4 | \$260.7 | \$388.8 |
| Cow-calf and Stockers | \$25.0 | 71 | \$33.2 | \$49.6 |
| Hogs | \$0.0 | | \$0.0 | \$0.0 |
| Dairy | \$104.4 | 9 | \$121.0 | \$192.5 |
| Other | \$0.0 | | \$0.0 | \$0.0 |
| Total L & LP | \$325.3 | 4 | \$415.0 | \$630.9 |
| Other Ag-Related | \$0.1 | 248 | \$0.1 | \$0.1 |
| Total Agricultural Receipts** | \$487.8 | 4 | \$606.5 | \$985.6 |

*Does not include impacts of forward-linkages through the processing sectors.

** Rounding of numbers may affect totals and prevent some commodities with low receipts from appearing in the table.

ranked 4th among Texas counties in fed-beef production. Cow-calf and stocker operations also showed a significant economic impact, totaling \$25 million in value-added production annually. The growing dairy industry contributed \$104.4 million to annual cash receipts. Consequently, Hartley County ranks 9th among all Texas counties in dairy production. The increasing dairy inventories and the dramatic rise in livestock prices led to an increase of more than \$200 million in livestock receipts between 2013 and 2014 (Figure 1).



The value of crop and livestock receipts is not the only agricultural component benefiting the Hartley County economy. Many production expenses are paid to local suppliers. Farmers and ranchers also spend part of their wages and profits in the county - eating at restaurants and buying groceries, clothing, etc. In turn, the employees of these businesses purchase supplies and spend wages at other businesses.

| | Number of Employees | Annual Payroll \$1,000,000 |
|-----------------------|----------------------------|-----------------------------------|
| Private Sector | 405 | \$10.90 |
| Farm and Ranch | 1,129 | \$29.86 |
| Total | 1,534 | \$40.76 |

As money circulates through the economy, it multiplies the original \$487.8 million in cash receipts from farm and ranch production to a total county-level economic output contribution of \$606.5 million. A great deal of the money spent outside Hartley County is still used in Texas. Therefore, farm- and ranch-level production leads to a larger state-level impact of \$985.6 million.

*Employment estimates do not include ag-related public sector/government employees

Agribusinesses take many forms: manufacturing, retail trade and food service, wholesale trade, agricultural services and transportation. According to the 2013 Texas County Business Patterns publication, a total of 405 people were employed in Hartley County agribusinesses during 2013 with an associated payroll of \$10.9 million. In addition, 1,129 people worked either full- or part-time on local farms, ranches and confined livestock operations, earning \$29.9 million annually (2012 Census of Agriculture). It should be noted that the impact of agriculture on the Hartley County economy is underestimated, since the economic contributions of public sector employees working in agriculture and the 255 farm and ranch operators are not considered in this analysis.

(AgEco-FS-13: Dr. Steve Amosson, Kay Ledbetter and Michelle Jones, Amarillo; Dr. Rebekka Dudensing, Ruoxi Lu and Jonathan Ellison, College Station; Dr. Bridget Guerrero, Canyon; and Mike Bragg, Dallam/Hartley counties. Revised August 2015)

