

The Impact of

AgriBusiness

in the High Plains Trade Area



AT A GLANCE

- *Armstrong County's agricultural value exceeded \$25 million in 2018 (Figure 1).*
- *From 2015-2018 the county averaged \$19.3 million in total agricultural receipts, generating county- and state-level impacts of \$22.1 million and \$42.3 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$13.6 million each year (Table 2).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 281 farm and ranch operators in Armstrong County.*

The Impact of Agribusiness ARMSTRONG COUNTY 2021

Most of Armstrong County's 909-square-mile land area is used for agriculture, with around 105,701 acres in cropland and another 351,673 acres in permanent pasture (2017 Census of Agriculture).

Irrigation is limited in this area, resulting in mostly dryland crop production. Cotton, wheat and sorghum account for the largest acreages, with average annual sales of \$3.9 million, \$2.5 million, and \$1.7 million, respectively. Overall, crop sales contributed \$11.3 million in average agricultural cash receipts from 2015-2018 (Table 1).

Figure 1. Armstrong County Crop and Livestock Receipts (2015-2018)

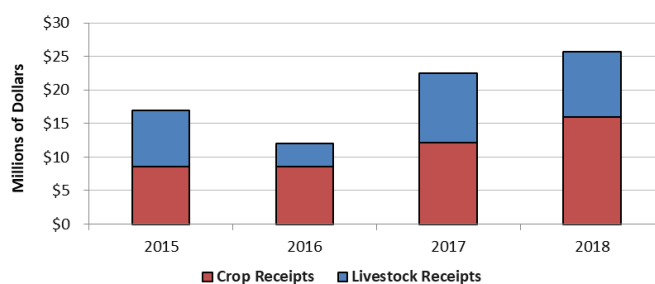


Table 1. Average Annual Agricultural Cash Receipts, Armstrong County, 2015-2018.

	Value (\$1,000,000)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:			
Corn	\$0.8	\$0.9	\$1.7
Wheat	\$2.5	\$3.0	\$5.3
Cotton	\$3.9	\$4.4	\$8.6
Sorghum	\$1.7	\$1.9	\$3.7
Ensilage	\$1.1	\$1.2	\$2.4
Hay	\$1.4	\$1.5	\$3.1
Other Crops	\$0.0	\$0.0	\$0.0
Total Crop Receipts	\$11.3	\$12.9	\$24.9
Livestock and Livestock Products:			
Fed Beef - Value Added	\$0.0	\$0.0	\$0.0
Cow-calf and Stockers	\$8.0	\$9.1	\$17.3
Hogs	\$0.0	\$0.0	\$0.0
Dairy	\$0.0	\$0.0	\$0.0
Other	\$0.0	\$0.0	\$0.0
Total L & LP	\$8.0	\$9.1	\$17.3
Other Ag-Related	\$0.1	\$0.1	\$0.1
Total Agricultural Receipts**	\$19.3	\$22.1	\$42.3

*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.

Armstrong County’s large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2016 profits (Figure 1), livestock sales generated an average of about \$8 million in annual cash receipts from 2015-2018. Much of this income came from cow-calf and stocker operations; there was minimal hog, dairy, or fed-cattle revenue. In total, yearly agricultural cash receipts from all sources in Armstrong County averaged \$19.3 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$19.3 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$22.1 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$42.3 million (Table 1).

Table 2. Armstrong County Ag-Related Employment

	Number of Employees	Annual Payroll \$1,000,000
Private Sector	92	\$2.20
Farm and Ranch	429	\$11.40
Total	521	\$13.60

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

by local farms, ranches and confined livestock operations that earn approximately \$11.4 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Armstrong County agriculture is likely underestimated. Financial contributions of

Local agribusinesses are another important income source for Armstrong County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Armstrong County agribusinesses employ 92 people with an associated payroll of \$2.2 million (Table 2). In addition, the county has many agricultural-related workers (429 people) hired either full or part-time such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 281 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-1: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

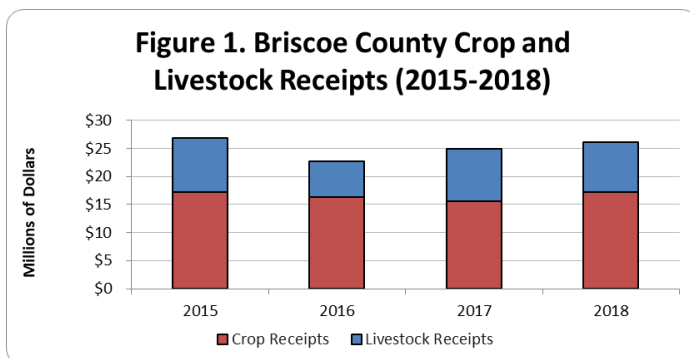
AT A GLANCE

- *Briscoe County's agricultural value exceeded \$25 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$25.4 million in total agricultural receipts, generating county- and state-level impacts of \$34.8 million and \$55.6 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$17.92 million each year (Table 2).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 282 farm and ranch operators in Briscoe County.*

The Impact of Agribusiness BRISCOE COUNTY 2021

Most of Briscoe County's 900-square-mile land area is used for agricultural purposes with about 415,037 acres in permanent pasture and another 151,703 acres under cultivation (2017

Census of Agriculture). Crop production is an important part of the local economy, generating \$16.6 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland production. Cotton is the primary crop grown with receipts averaging \$11 million each year. Ensilage, hay and wheat are other important commodities and have annual sales of \$1.4 million, \$1.2 million and \$1.1 million, respectively.



	Value (\$1,000,000)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:			
Corn	\$1.0	\$1.3	\$2.1
Wheat	\$1.1	\$1.4	\$2.3
Cotton	\$11.0	\$15.2	\$24.0
Sorghum	\$0.5	\$0.6	\$1.1
Ensilage	\$1.4	\$1.9	\$3.3
Hay	\$1.2	\$1.6	\$2.8
Other Crops	\$0.4	\$0.5	\$0.9
Total Crop Receipts	\$16.6	\$22.5	\$36.5
Livestock and Livestock Products:			
Fed Beef - Value Added	\$0.0	\$0.0	\$0.0
Cow-calf and Stockers	\$8.5	\$11.9	\$18.6
Hogs	\$0.0	\$0.0	\$0.0
Dairy	\$0.0	\$0.0	\$0.0
Other	\$0.0	\$0.0	\$0.0
Total L & LP	\$8.5	\$11.9	\$18.6
Other Ag-Related	\$0.3	\$0.3	\$0.5
Total Agricultural Receipts**	\$25.4	\$34.8	\$55.6

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2016 profits, livestock sales generated an average of \$8.5 million in annual cash receipts from 2015-2018 (Table 1). The majority of this income came from cow-calf and stocker operations; there was minimal hog, dairy or fed cattle revenue. In total, yearly agricultural cash receipts from all sources averaged \$25.4 million from 2015-2018.



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$25.4 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$34.8 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$55.6 million (Table 1).

Table 2. Briscoe County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	57	\$1.90
Farm and Ranch	603	\$16.02
Total	660	\$17.92

Local agribusinesses are another important income source for Briscoe County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services and transportation. According to a 2018 Texas County Business Pattern publication, Briscoe County agribusinesses employ 57 people with an associated payroll of \$1.9 million (Table 2). In addition, the county has many agricultural-

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

related workers (603 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$16 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Briscoe County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 282 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-2: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- Carson County's agricultural value reached over \$80 million in 2018, and was almost \$100 million in 2017 (Figure 1).
- This county ranks 22nd in ensilage sales, 18th in cotton receipts, and 17th in corn sales among all 254 Texas counties (Table 1).
- From 2015-2018, Carson averaged \$78.2 million in total agricultural income, generating county- and state-level impacts of \$101.4 million and \$170.6 million, respectively (Table 1).

The Impact of Agribusiness CARSON COUNTY 2021

Most of Carson County's 920-square-mile land area is used for agriculture, with 322,566 acres in cropland and another 201,504 acres in permanent pasture (2017 Census of Agriculture). Crop

production generated \$70.6 million in average annual cash receipts from 2015-2018 (Table 1). More than 80% of Carson County crops are dryland, but limited irrigation provides flexibility with respect to types of commodities grown. Despite low prices in 2015, cotton remains the most profitable crop, with average annual sales of \$40.1 million from 2015-2018 (Table 1). Corn, wheat and sorghum are also important commodities, generating \$18.8 million, \$2.8 million and \$4.4 million in sales, respectively, each year. Overall, Carson County ranks 17th in corn receipts, 18th in cotton receipts and 22nd in ensilage receipts among the state's 254 counties.

Figure 1. Carson County Crop and Livestock Receipts (2015-2018)

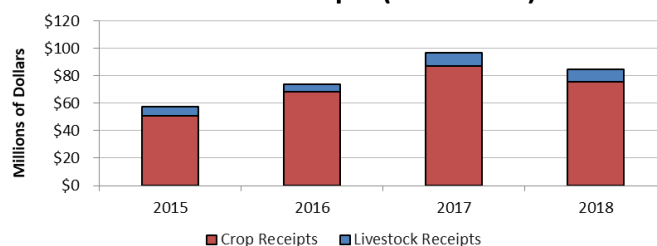


Table 1. Average Annual Agricultural Cash Receipts, Carson County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$18.8	17	\$24.4	\$40.4
Wheat	\$2.8		\$3.6	\$6.0
Cotton	\$40.1	18	\$52.1	\$87.7
Sorghum	\$4.4		\$5.7	\$9.5
Ensilage	\$2.1	22	\$2.9	\$4.9
Hay	\$2.0		\$2.8	\$4.7
Other Crops	\$0.3		\$0.5	\$0.8
Total Crop Receipts	\$70.6		\$92.0	\$154.0
Livestock and Livestock Products:				
Fed Beef - Value Added	\$0.0		\$0.0	\$0.0
Cow-calf and Stockers	\$7.6		\$9.3	\$16.6
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$7.6		\$9.3	\$16.6
Other Ag-Related	\$0.0		\$0.0	\$0.1
Total Agricultural Receipts**	\$78.2		\$101.4	\$170.6

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2015 and 2016 profits (Figure 1), livestock sales generated an average of \$7.6 million in annual cash receipts from 2015-2018. Much of this income came from cow-calf and stocker operations; there was minimal hog, dairy or fed cattle revenue. In total, yearly agricultural cash receipts from all sources in Carson County averaged \$78.2 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$78.2 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$101.4 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$170.6 million (Table 1).

Table 2. Carson County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	282	\$9.30
Farm and Ranch	716	\$19.02
Total	998	\$28.32

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

Local agribusinesses are another important income source for Carson County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Carson County agribusinesses employ 282 people with an associated payroll of \$9.3 million (Table 2). In addition, the county has many agricultural-related workers (716

people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$19.02 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Carson County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 386 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-3: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Castro County's agricultural value reached almost \$800 million in 2018 (Figure 1).*
- *Castro was the top agricultural income producing county in Texas from 2015-2018 (Table 1).*
- *The county ranks 1st in ensilage sales, 2nd in fed beef – value added production, 3rd in dairy and hay sales, and 4th in corn receipts among all 254 counties (Table 1).*
- *From 2015-2018, Castro averaged \$800.1 million in total agricultural income, generating county- and state-level impacts of \$1.15 billion and \$1.8 billion, respectively (Table 1).*

The Impact of Agribusiness CASTRO COUNTY 2021

Most of Castro County's 894-square-mile land area is used for agriculture, with about 394,612 acres in cropland and another 191,446 acres in pasture (2017 Census of Agriculture). Crop production is an important part of the

local economy, generating \$214.2 million in average annual cash receipts from 2015-2018 (Table 1). Approximately 60% of crops are dryland, which were negatively affected by the drought in 2018 (Figure 1). However, limited irrigation provides some protection against yield fluctuations and flexibility with the types of commodities grown. Overall, Castro County ranks No. 1 among the state's 254 counties in ensilage production with annual sales of \$50.4 million. It also ranks No. 3 in hay receipts (\$51.9 million), No. 4 in corn receipts (\$57.9 million) and No. 7 in wheat receipts (\$12.4 million).

Figure 1. Castro County Crop and Livestock Receipts (2015-2018)

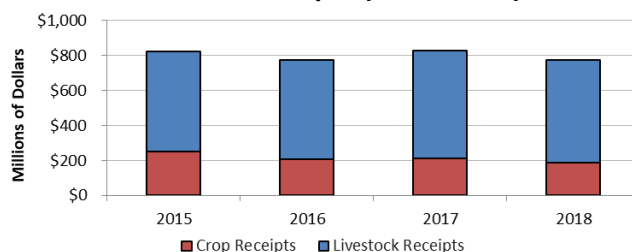


Table 1. Average Annual Agricultural Cash Receipts, Castro County, 2015-2018.

	County	State		
	Value	State Rank	Economic Impact*	Economic Impact*
	(\$1,000,000)	(If Less than 25)	(\$1,000,000)	(\$1,000,000)
Crops:				
Corn	\$57.9	4	\$78.6	\$124.6
Wheat	\$12.4	7	\$16.9	\$26.7
Cotton	\$35.6	23	\$56.8	\$77.7
Sorghum	\$5.6	23	\$7.6	\$12.0
Ensilage	\$50.4	1	\$73.5	\$116.1
Hay	\$51.9	3	\$75.7	\$119.6
Other Crops	\$0.5		\$0.7	\$1.1
Total Crop Receipts	\$214.2	6	\$309.7	\$477.8
Livestock and Livestock Products:				
Fed Beef - Value Added	\$371.1	2	\$563.9	\$808.5
Cow-calf and Stockers	\$22.2		\$33.8	\$48.5
Hogs	\$0.0		\$0.0	\$0.1
Dairy	\$191.8	3	\$243.7	\$444.4
Other	\$0.2		\$0.2	\$0.2
Total L & LP	\$585.3	2	\$841.6	\$1,301.7
Other Ag-Related	\$0.5		\$0.5	\$0.8
Total Agricultural Receipts**	\$800.1	1	\$1,151.9	\$1,780.3

*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.

Although Castro County has three times as many acres in cropland than in pastureland, livestock sales generate a much more significant portion of total agricultural income, averaging \$585.3 million from 2015-2018 (Table 1). More than half (\$371.1 million) of this total came from value-added fed beef production, ranking Castro County No. 2 among all Texas counties. The local dairy industry has also seen explosive growth over the last 10 years and is ranked No. 3 in the state with \$191.8 million in revenues each year. Finally, cow-calf and stocker operations contribute approximately \$22.2 million annually. In total, yearly agricultural cash receipts from all sources averaged \$800.1 million from 2015-2018, making Castro County the top agricultural income producing county in Texas (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$800.1 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$1.15 billion. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$1.78 billion (Table 1).

Table 2. Castro County Ag-Related Employment

	Number of	Annual Payroll
Private Sector	399	\$14.60
Farm and Ranch	461	\$12.25
Total	860	\$26.85

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

workers (461 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$12.25 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Castro County agriculture is likely underestimated. Financial contributions of public

Local agribusinesses are another important income source for Castro County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Castro County agribusinesses employ 399 people with an associated payroll of \$14.6 million (Table 2). In addition, the county has many agricultural-related sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 532 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-4: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- Childress County's agricultural value exceeded \$20 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$28.2 million in total agricultural receipts, generating county - and state-level impacts of \$37.1 million and \$61.4 million, respectively (Table 1).
- Agricultural related payroll averaged \$22.55 million each year (Table 2).
- This analysis does not include the impact of agriculturally related public sector employees, or the 383 farm and ranch operators in Childress County.

The Impact of Agribusiness CHILDRESS COUNTY 2021

Childress County's 696-square-mile land area consists of 329,843 acres in permanent pasture and another 121,369 acres under cultivation. Crop production is an important part of the local economy, generating \$18.1 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland production. Cotton is the primary crop grown with receipts averaging \$15.8 million each year. Wheat is another important commodity that generates \$2.1 million in annual cash sales. These crops were especially profitable in 2016 due to favorable yields (Figure 1).

Figure 1. Childress County Crop and Livestock Receipts (2015-2018)

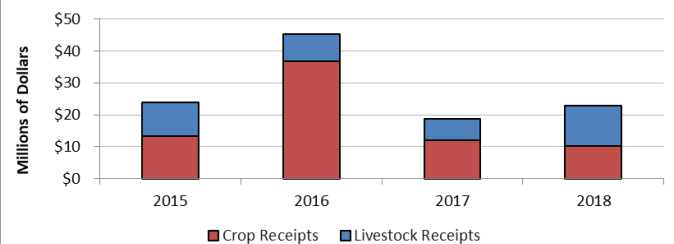


Table 1. Average Annual Agricultural Cash Receipts, Childress County, 2015-2018.

	Value (\$1,000,000)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:			
Corn	\$0.0	\$0.0	\$0.0
Wheat	\$2.1	\$2.7	\$4.5
Cotton	\$15.8	\$22.3	\$34.5
Sorghum	\$0.1	\$0.2	\$0.3
Ensilage	\$0.0	\$0.0	\$0.0
Hay	\$0.1	\$0.1	\$0.1
Other Crops	\$0.0	\$0.0	\$0.1
Total Crop Receipts	\$18.1	\$25.3	\$39.6
Livestock and Livestock Products:			
Fed Beef - Value Added	\$2.4	\$2.9	\$5.2
Cow-calf and Stockers	\$7.2	\$8.8	\$15.8
Hogs	\$0.0	\$0.0	\$0.0
Dairy	\$0.0	\$0.0	\$0.0
Other	\$0.0	\$0.0	\$0.0
Total L & LP	\$9.6	\$11.7	\$21.0
Other Ag-Related	\$0.4	\$0.0	\$0.8
Total Agricultural Receipts**	\$28.2	\$37.1	\$61.4

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Livestock sales generated an average of \$9.6 million in annual cash receipts from 2015-2018. More than 75% (\$7.2 million) of total revenues came from cow-calf and stocker cattle operations. Value-added fed beef production also contributed \$2.4 million annually. In total, yearly agricultural cash receipts from all agricultural sources averaged \$28.2 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$28.2 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$37.1 million. This multiplier effect also

extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$61.4 million (Table 1).

Table 2. Childress County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	482	\$10.30
Farm and Ranch	461	\$12.25
Total	943	\$22.55

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

wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Childress County agribusinesses employ 482 people with an associated payroll of \$10.3 million (Table 2). In addition, the county has many agricultural-related workers (461 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$12.25 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Childress County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife Research and Texas A&M AgriLife Extension Service personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 383 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-5: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)



AT A GLANCE

- Collingsworth County's agricultural value exceeded \$60 million in 2018 (Figure 1).
- Collingsworth ranks 22nd in cotton sales among all 254 Texas counties (Table 1).
- From 2015-2018, the county averaged \$58.6 million in total agricultural receipts, generating county- and state-level impacts of \$82.2 million and \$128.9 million, respectively (Table 1).
- This analysis does not include the impact of agriculturally related public sector employees, or the 383 farm and ranch operators in Collingsworth County.

The Impact of Agribusiness COLLINGSWORTH COUNTY 2021

Most of Collingsworth County's 918-square-mile land area is used for agriculture, with 243,140 acres in permanent pasture and another 168,000 acres under cultivation. Crop production is an important part of the

local economy, generating \$46.2 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland production. Cotton is the primary crop grown with receipts averaging \$36.1 million each year. Other important commodities are peanuts, hay, and ensilage, with annual sales of \$4 million, \$2.7 million, and \$1.8 million, respectively. Overall, Collingsworth ranks 22nd in cotton production and 23rd in ensilage production among the state's 254 counties.

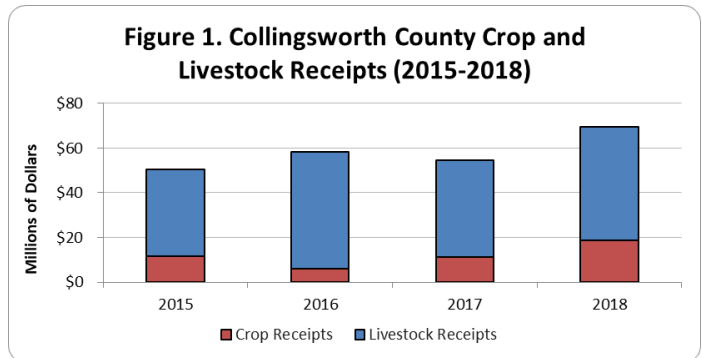


Table 1. Average Annual Agricultural Cash Receipts, Collingsworth County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$0.1		\$0.1	\$0.2
Wheat	\$1.2		\$1.6	\$2.6
Cotton	\$36.1	22	\$51.2	\$78.9
Sorghum	\$0.2		\$0.3	\$0.5
Ensilage	\$1.8	23	\$2.4	\$4.1
Hay	\$2.7		\$3.7	\$6.3
Peanuts/Other	\$4.0		\$5.4	\$9.2
Total Crop Receipts	\$46.2		\$64.7	\$101.9
Livestock and Livestock Products:				
Fed Beef - Value Added	\$0.0		\$0.0	\$0.0
Cow-calf and Stockers	\$11.9		\$16.8	\$26.0
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$11.9		\$16.8	\$26.0
Other Ag-Related	\$0.5		\$0.7	\$1.1
Total Agricultural Receipts**	\$58.6		\$82.2	\$128.9

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2016 earnings (Figure 1), livestock sales generated an average of \$11.9 million in annual cash receipts from 2015-2018. Much of this income came from cow-calf and stocker operations; there was minimal hog, dairy or fed cattle revenue. In total, yearly agricultural cash receipts from all sources in Collingsworth County averaged \$58.6 million from 2015-2018 (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$58.6 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$82.2 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$128.9 million (Table 1).



Figure 1: Cotton ready for harvest in Collingsworth County, Texas

Table 2. Collingsworth County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	210	\$6.30
Farm and Ranch	509	\$13.52
Total	719	\$19.82

Local agribusinesses are another important income source for Collingsworth County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Collingsworth County agribusinesses employ 210 people with an associated payroll of \$6.3 million (Table 2). In addition, the county has part-time by local farms, ranches and confined

*Employment estimates do not include ag-related public sector/government employees many agricultural-related workers (509 people) hired either full or livestock operations that earn approximately \$13.52 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Collingsworth County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 383 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



AT A GLANCE

- *Dallam County's agricultural value exceeded \$400 million in 2018 (Figure 1).*
- *Between 2015 and 2018, Dallam averaged \$403.5 million in total agricultural receipts, generating county - and state-level impacts of \$601.3 million and \$868.8 million, respectively (Table 1).*
- *The county ranked 2nd in corn and hog sales and 9th in fed beef – value added production among all 254 Texas counties (Table 1).*
- *Dallam was the state's 8th highest agricultural income producing county from 2015-2018 (Table 1).*

The Impact of Agribusiness DALLAM COUNTY 2021

Most of Dallam County's 1,503-square-mile land area is used for agriculture, with 527,515 acres in permanent pasture and another 393,567 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$148.8 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Dallam County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, ensilage, and hay, with average annual sales of \$70.5 million, \$8.5 million, \$7.5 million and \$12.3 million, respectively. Overall, Dallam ranks 2nd in corn sales, 10th in wheat sales and 12th in ensilage sales among the state's 254 counties. Over the last 10 years cotton has become a significant crop as well, averaging \$10.9 million in cash receipts each year. Vegetable farming also generates considerable income, earning \$37 million annually.

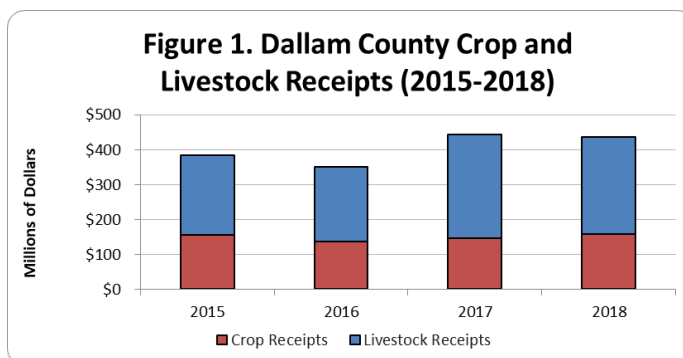


Table 1. Average Annual Agricultural Cash Receipts, Dallam County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$70.5	2	\$110.1	\$151.7
Wheat	\$8.5	10	\$13.2	\$18.2
Cotton	\$10.9		\$17.4	\$23.8
Sorghum	\$2.2		\$3.5	\$4.8
Ensilage	\$7.5	12	\$12.7	\$17.3
Hay	\$12.3		\$20.7	\$28.3
Vegetables/Other Crops	\$37.0	20	\$62.5	\$85.2
Total Crop Receipts	\$148.8	18	\$240.2	\$329.3
Livestock and Livestock Products:				
Fed Beef - Value Added	\$122.2	9	\$174.7	\$266.2
Cow-calf and Stockers	\$17.2		\$24.6	\$37.5
Hogs	\$38.4	2	\$48.4	\$58.0
Dairy	\$76.7	12	\$113.4	\$177.7
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$254.6	9	\$361.1	\$539.4
Other Ag-Related	\$0.1		\$0.1	\$0.1
Total Agricultural Receipts**	\$403.5	8	\$601.3	\$868.8

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises. Even though falling prices negatively impacted 2016 earnings (Figure 1), livestock sales generated an average of \$254.6 million in cash receipts from 2015-2018. Almost half (\$122.2 million) of total revenues came from value added fed beef production, ranking Dallam 9th among all Texas counties. Cow-calf and stocker operations contributed \$17.2 million annually, while its growing dairy sector averaged \$76.7 million in cash receipts each year, ranking it 12th in the state. Finally, Dallam's hog operations grew to \$38.4 million in annual sales, ranking it 2nd among all Texas counties. In total, yearly agricultural cash receipts from all sources averaged \$403.5 million, making Dallam the 8th highest agriculture income producing county in Texas (Table 1).



Table 2. Dallam County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	637	\$18.10
Farm and Ranch	648	\$17.22
Total	1,285	\$35.32

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

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$403.5 million in direct agricultural receipts is multiplied, resulting in a

county-level economic impact of \$601.3 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$868.8 million (Table 1).

Local agribusinesses are another important income source for Dallam County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Dallam County agribusinesses employ 637 people with an associated payroll of \$18.1 million (Table 2). In addition, the county has many agricultural-related workers (648 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$17.22 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Dallam County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and 371 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-7: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)



AT A GLANCE

- Deaf Smith County's agricultural value exceeded \$800 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$746.4 million in total agricultural receipts, generating county - and state-level impacts of \$1.13 billion and \$1.7 billion, respectively (Table 1).
- Deaf Smith ranked 1st in fed beef – value added, 3rd in ensilage sales, and 6th in dairy production among all 254 Texas counties (Table 1).
- Deaf Smith was the state's 2nd highest agricultural income producing county from 2015-2018 (Table 1).

The Impact of Agribusiness DEAF SMITH COUNTY 2021

Most of Deaf Smith County's 1,497 square miles of land area is used for agriculture purposes, with 333,214 acres in permanent pasture and another 617,307 acres under cultivation (2017

Census of Agriculture). Crop production is an important part of the local economy, generating \$86 million in average annual cash receipts from 2015-2018 (Table 1). While many of the crops are dryland, limited irrigation provides flexibility with respect to types of commodities grown. Primary crops include corn, wheat, ensilage, and hay, with average annual sales of \$23.8 million, \$7.9 million, \$26.8 million, and \$13 million, respectively. Overall, Deaf Smith ranks 14th in corn sales, 11th in wheat sales and 3rd in ensilage sales among the state's 254 counties. Cotton is a significant crop as well, averaging \$8 million in cash receipts each year.

Figure 1. Deaf Smith County Crop and Livestock Receipts (2015-2018)



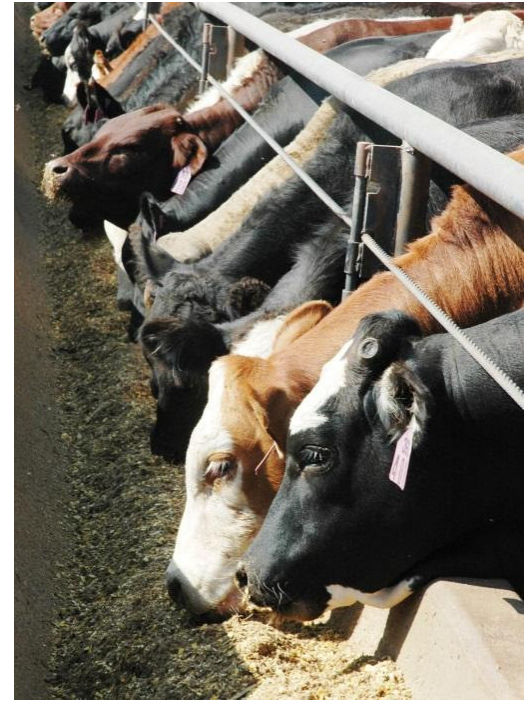
Table 1. Average Annual Agricultural Cash Receipts, Deaf Smith County, 2015-2018.

	Value	State Rank	County Economic Impact*	State Economic Impact*
	(\$1,000,000)	(If Less than 25)	(\$1,000,000)	(\$1,000,000)
Crops:				
Corn	\$23.8	14	\$33.6	\$51.3
Wheat	\$7.9	11	\$11.2	\$17.1
Cotton	\$8.0		\$12.7	\$17.4
Sorghum	\$3.3		\$4.7	\$7.2
Ensilage	\$26.8	3	\$41.1	\$61.9
Hay	\$13.0		\$19.9	\$29.9
Other Crops	\$3.1		\$4.7	\$7.1
Total Crop Receipts	\$86.0		\$127.8	\$191.8
Livestock and Livestock Products:				
Fed Beef - Value Added	\$482.8	1	\$745.4	\$1052.0
Cow-calf and Stockers	\$23.4		\$36.2	\$51.1
Hogs	\$0.2	21	\$0.3	\$0.4
Dairy	\$153.2	6	\$214.3	\$354.9
Other	\$0.6		\$0.9	\$0.9
Total L & LP	\$660.3	1	\$997.1	\$1,459.3
Other Ag-Related	\$0.2		\$0.2	\$0.2
Total Agricultural Receipts**	\$746.4	2	\$1,125.1	\$1,651.3

*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.

Although Deaf Smith County has twice as many acres in cropland than in pasture, livestock sales generate a much more significant portion of total agricultural income. While falling prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$660.3 million from 2015-2018. Almost 75% (\$482.8 million) of these receipts came from value-added fed beef production. In fact, Deaf Smith County is ranked 1st in fed beef receipts among all Texas counties. The local dairy industry has also seen explosive growth over the last 10 years, ranking 6th in the state with average sales of \$153.2 million each year. Finally, cow-calf and stocker operations contributed \$23.4 million in annual income. In total, yearly agricultural cash receipts from all sources averaged \$746.4 million from 2015-2018, making Deaf Smith the second highest agricultural income producing county in Texas (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$746.4 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$1.13 billion. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$1.65 billion (Table 1).

Table 2. Deaf Smith County Ag-Related Employment

	Number of	Annual Payroll
Private Sector	2,635	\$109.00
Farm and Ranch	944	\$25.08
Total	3,579	\$134.08

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

workers (944 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$25.08 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Deaf Smith County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 621 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-8: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- Donley ranked 17th out of 254 Texas counties in fed beef – value added production, with average cash receipts of \$30.1 million from 2015-2018. (Table 1).
- Donley's crop and livestock sales reached nearly \$80 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$63.8 million in total agricultural receipts, generating county - and state-level impacts of \$91.3 million and \$139.8 million, respectively (Table 1).
- Agricultural related employment accounted for \$17.35 million in payroll each year (Table 2).

The Impact of Agribusiness DONLEY COUNTY 2021

Most of Donley County's 927 square miles are used for agricultural purposes with 535,674 acres in permanent pasture and another 57,206 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$20.1 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland production. Cotton and hay are the primary crops grown, with average annual sales of \$10.1 million and \$4.4 million, respectively.

Figure 1. Donley County Crop and Livestock Receipts (2015-2018)

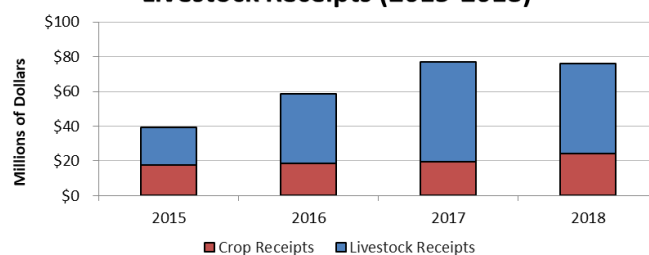


Table 1. Average Annual Agricultural Cash Receipts, Donley County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$1.4		\$2.0	\$3.0
Wheat	\$0.3		\$0.4	\$0.6
Cotton	\$10.1		\$15.9	\$22.1
Sorghum	\$0.2		\$0.3	\$0.4
Ensilage	\$1.1		\$1.7	\$2.6
Hay	\$4.4		\$6.7	\$10.2
Other Crops	\$2.5		\$3.9	\$5.9
Total Crop Receipts	\$20.1		\$30.9	\$44.8
Livestock and Livestock Products:				
Fed Beef - Value Added	\$30.1	17	\$41.7	\$65.5
Cow-calf and Stockers	\$12.2		\$16.9	\$26.6
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.4		\$0.4	\$0.9
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$42.6		\$59.1	\$92.9
Other Ag-Related	\$1.0		\$1.4	\$2.0
Total Agricultural Receipts**	\$63.8		\$91.3	\$139.8

*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.



A large concentration of pasture acres support many land-intensive cattle enterprises, especially during 2017 and 2018 when prices were strong (Figure 1). Overall, Donley County averaged \$42.6 million in livestock receipts from 2015-2018, with more than 70% (\$30.1 million) coming from value-added fed beef production (Table 1). In fact, Donley County is ranked 17th in fed beef receipts among the state’s 254 counties. Cow-calf and stocker operations also contribute significantly to the economy, adding \$12.2

million each year. In total, yearly agricultural cash receipts from all sources averaged \$63.8 million from 2015-2018 (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$63.8 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$91.3 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$139.8 million (Table 1).

Table 2. Donley County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	208	\$3.80
Farm and Ranch	510	\$13.55
Total	718	\$17.35

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

part-time by local farms, ranches and confined livestock operations that earn approximately \$13.55 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Donley County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 380 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-9: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

Local agribusinesses are another important income source for Donley County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Donley County agribusinesses employ 208 people with an associated payroll of \$3.8 million (Table 2). In addition, the county has many agricultural-related workers (510 people) hired either full or



AT A GLANCE

- Among 254 Texas counties, Gray County ranked 5th in hog receipts, 14th in dairy sales, and 15th in fed beef – value added production from 2015-2018 (Table 1).
- Gray's crop and livestock sales exceeded \$125 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$115.8 million in total agricultural income, generating county - and state-level impacts of \$179.2 million and \$252.3 million, respectively (Table 1).
- Agricultural related payroll averaged \$38.63 million each year (Table 2).

The Impact of Agribusiness GRAY COUNTY 2021

Most of Gray County's 926-square-mile area is used for agricultural purposes with 362,007 acres in pasture and another 124,836 acres in cropland (2017 Census of Agriculture). Crop production is an important part of the

local economy, generating \$29.3 million in average annual cash receipts from 2015-2018 (Table 1). While most of Gray County's crops are dryland, limited irrigation provides some flexibility with respect to types of commodities grown. Despite low prices in 2015 (Figure 1), cotton remains the dominant crop with average annual sales of \$11.1 million from 2015-2018. Corn, hay, ensilage, and wheat are also important commodities, generating sales of \$5.7 million, \$5.7 million, \$2.8 million, and \$2.3 million in sales each year, respectively.

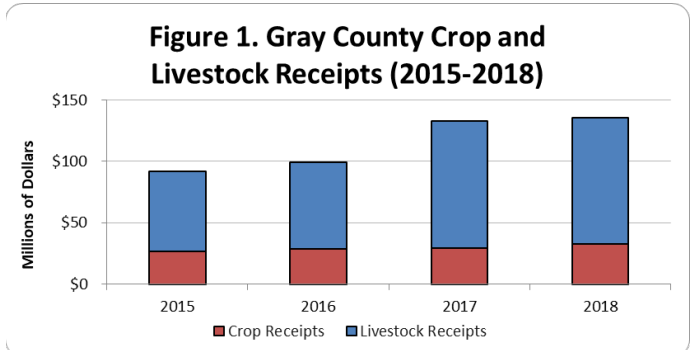


Table 1. Average Annual Agricultural Cash Receipts, Gray County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$5.7		\$8.4	\$12.2
Wheat	\$2.3		\$3.4	\$4.9
Cotton	\$11.1		\$18.2	\$24.3
Sorghum	\$1.7		\$2.6	\$3.7
Ensilage	\$2.8	19	\$4.3	\$6.4
Hay	\$5.7		\$9.0	\$13.2
Other Crops	\$0.0		\$0.0	\$0.0
Total Crop Receipts	\$29.3		\$46.0	\$64.7
Livestock and Livestock Products:				
Fed Beef - Value Added	\$40.7	15	\$67.9	\$88.6
Cow-calf and Stockers	\$9.5		\$15.8	\$20.7
Hogs	\$6.8	5	\$11.6	\$10.2
Dairy	\$28.7	14	\$36.7	\$66.6
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$85.7		\$132.1	\$186.1
Other Ag-Related	\$0.8		\$1.2	\$1.6
Total Agricultural Receipts**	\$115.8		\$179.2	\$252.3

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises, especially during 2017 and 2018 when prices were strong (Figure 1). Livestock sales generated an average of \$85.7 million in cash receipts from 2015-2018. Almost half (\$40.7 million) of total revenues came from value-added fed beef production, ranking Gray County 15th among all Texas counties. Cow-calf and stocker operations added another \$9.5 million annually, while its growing dairy industry averaged \$28.7 million in cash receipts each year, the 14th highest in the state. Finally, Gray County's hog operations grew to \$6.8 million in annual sales, which ranks 5th among the state's 254 counties. In total, yearly agricultural cash receipts from all sources averaged \$115.8 million from 2015-2018 (Table 1).



Table 2. Gray County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	1,006	\$22.10
Farm and Ranch	622	\$16.53
Total	1,628	\$38.63

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

agricultural receipts is multiplied, resulting in a county-level economic impact of \$179.2 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$252.3 million (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$115.8 million in direct

Local agribusinesses are another important income source for Gray County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern Publication, Gray County agribusinesses employ 1,006 people with an associated payroll of \$22.1 million (Table 2). In addition, the county has many agricultural-related workers (622 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$16.53 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Gray County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 417 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-10: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Hall County's number one commodity is cotton, which averaged \$29.8 million in cash revenues from 2015-2018 (Table 1).*
- *Hall's crop and livestock sales reached almost \$50 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$43.7 million in total agricultural receipts, generating county - and state-level impacts of \$56.6 million and \$95.6 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$24.61 each year (Table 2).*

The Impact of Agribusiness HALL COUNTY 2021

Most of Hall County's 883-square-mile land area is used for agricultural purposes with approximately 265,206 acres in permanent pasture and another 236,485 acres under cultivation (2017 Census of

Agriculture). Crop production is an important part of the local economy, generating \$35.2 million in average annual cash receipts from 2015-2018 (Table 1). While most of the county's crops are dryland, limited irrigation provides some flexibility with respect to types of commodities grown. Cotton is king in this area, with average annual cash receipts of \$29.8 million. Cotton was especially profitable in 2016 due to increased acreage and higher prices, but had a large income drop in 2017 because of adverse weather conditions during the growing season (Figure 1). Peanuts and hay are other important crops with annual sales of \$1 million and \$3 million, respectively.

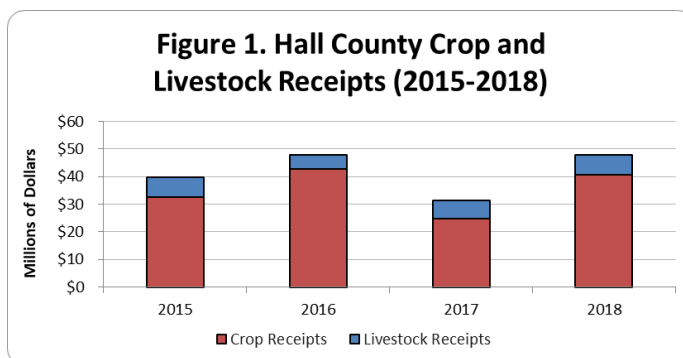


Table 1. Average Annual Agricultural Cash Receipts, Hall County, 2015-2018.

	County	State
	Value	Economic Impact*
	(\$1,000,000)	(\$1,000,000)
Crops:		
Corn	\$0.0	\$0.0
Wheat	\$0.4	\$0.5
Cotton	\$29.8	\$40.3
Sorghum	\$0.1	\$0.1
Ensilage	\$0.9	\$1.1
Hay	\$3.0	\$4.0
Peanuts/Other	\$1.0	\$1.3
Total Crop Receipts	\$35.2	\$47.4
Livestock and Livestock Products:		
Fed Beef - Value Added	\$0.0	\$0.0
Cow-calf and Stockers	\$6.5	\$8.9
Hogs	\$0.0	\$0.0
Dairy	\$0.0	\$0.0
Other	\$0.1	\$0.1
Total L & LP	\$6.5	\$9.0
Other Ag-Related	\$2.0	\$0.1
Total Agricultural Receipts**	\$43.7	\$56.6

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Livestock sales generated an average of \$6.5 million in annual cash receipts from 2015-2018 (Table 1). Much of this income came from cow-calf and stocker operations; there was minimal hog, dairy or fed cattle revenue. In total, yearly agricultural cash receipts from all sources in Hall County averaged \$43.7 million from 2015-2018.



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$43.7 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$56.6 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$95.6 million (Table 1).

Table 2. Hall County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	324	\$9.70
Farm and Ranch	561	\$14.91
Total	885	\$24.61

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

opening of two new food stores in the county. In addition, this area has many agricultural-related workers (561 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$14.91 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Hall County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 390 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-11: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

Local agribusinesses are another important income source for Hall County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Hall County agribusinesses employ 324 people with an associated payroll of \$9.7 million (Table 2). This number represents a big jump over previous time periods due to the



AT A GLANCE

- Among 254 Texas counties, Hansford ranked 15th in total agricultural income from 2015-2018 (Table 1).
- Hansford's crop and livestock sales reached nearly \$400 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$326.9 million in total agricultural receipts, generating county - and state-level impacts of \$536.7 million and \$700.7 million, respectively (Table 1).
- Hansford ranked 2nd in wheat production, 4th in hog production, and 5th in value added- fed beef production among all Texas counties from 2015-2018 (Table 1).

The Impact of Agribusiness HANSFORD COUNTY 2021

Most of Hansford County's 920-square-mile land area is used for agricultural purposes with 290,682 acres in permanent pasture and another 301,066 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$109.5 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Hansford County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, sorghum, and ensilage, with average annual sales of \$50.1 million, \$17.6 million, \$2.6 million, and \$3.2 million, respectively. Overall, Hansford ranks 6th in Texas corn sales, 2nd in wheat sales and 18th in ensilage sales among the state's 254 counties. Over the last 10 years, cotton has also become a significant crop, averaging \$31.1 million in cash receipts each year.

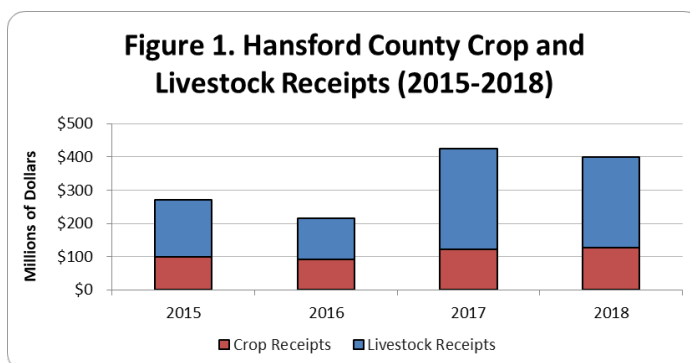


Table 1. Average Annual Agricultural Cash Receipts, Hansford County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$50.1	6	\$73.2	\$107.9
Wheat	\$17.6	2	\$25.7	\$37.9
Cotton	\$31.1		\$48.5	\$68.0
Sorghum	\$2.6		\$3.8	\$5.7
Ensilage	\$3.2	18	\$4.7	\$7.4
Hay	\$2.7		\$4.0	\$6.3
Other Crops	\$2.1		\$3.1	\$4.9
Total Crop Receipts	\$109.5		\$163.2	\$238.0
Livestock and Livestock Products:				
Fed Beef - Value Added	\$186.8	5	\$326.2	\$407.1
Cow-calf and Stockers	\$14.2		\$24.8	\$31.0
Hogs	\$16.3	4	\$22.5	\$24.5
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$217.3	14	\$373.5	\$462.7
Other Ag-Related	\$0.0		\$0.0	\$0.1
Total Agricultural Receipts**	\$326.9	15	\$536.7	\$700.7

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises, especially during 2017 and 2018 when prices were strong (Figure 1). Livestock sales generated an average of \$217.3 million in cash receipts from 2015-2018. More than 85% (\$186.8 million) of these receipts came from value-added fed beef production, ranking Hansford County 5th among all Texas counties. Cow-calf and stocker operations contributed \$14.2 million each year, while its growing hog sector averaged \$16.3 million in annual sales, the 4th highest in the state. In total, yearly agricultural cash receipts from all sources averaged \$326.9 million from 2015-2018, making Hansford County the 15th highest agricultural income producing county in Texas (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$326.9 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$536.7 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$700.7 million (Table 1).

Table 2. Hansford County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	289	\$9.70
Farm and Ranch	359	\$9.54
Total	648	\$19.24

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

related workers (359 people) hired either full or part-time by local farms, ranches, and confined livestock operations that earn approximately \$9.54 million annually (2017 Census of Agriculture). This number represents a decrease over previous time periods due to the transfer of ownership of a large hog operation that reports local



labor numbers outside of the county. It should also be noted that the overall economic impact of Hansford County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 263 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-12: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- Hartley County's agricultural value exceeded \$600 million in 2018 (Figure 1).
- From 2015-2018, the county averaged \$573 million in agricultural sales, generating county - and state-level impacts of \$742.6 million and \$1.28 billion, respectively (Table 1).
- Overall, Hartley ranked 3rd in corn receipts, 4th in ensilage revenue, 4th in dairy sales, and 4th in value added- fed beef production among all 254 Texas counties (Table 1).
- Hartley was the state's 4th highest agricultural income producing county from 2015-2018 (Table 1).

The Impact of Agribusiness HARTLEY COUNTY 2021

Most of Hartley County's 1,462 square-mile land area is used for agriculture, with around 572,391 acres in permanent pasture and another 296,414 acres under cultivation. Crop production is an essential part of the local economy,

generating \$164.1 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Hartley County's irrigated acres provide some flexibility with respect to types of commodities grown. Primary crops include corn, wheat, hay and ensilage, with average annual sales of \$70.3 million, \$6.3 million, \$32.1 million and \$23.9 million, respectively. Overall, Hartley County ranks 3rd in corn receipts, 23rd in hay receipts, 4th in ensilage receipts and 8th in hay receipts among the state's 254 counties. Over the last 10 years cotton has also become a significant crop, averaging \$12.9 million in cash revenues each year. Vegetable farming generates considerable income as well, earning \$15.4 million annually.

Figure 1. Hartley County Crop and Livestock Receipts (2015-2018)

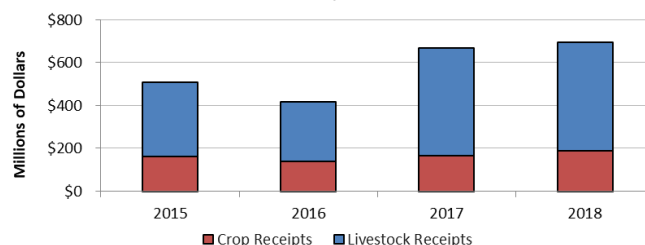


Table 1. Average Annual Agricultural Cash Receipts, Hartley County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$70.3	3	\$88.1	\$151.3
Wheat	\$6.3	23	\$8.0	\$13.7
Cotton	\$12.9		\$17.3	\$28.1
Sorghum	\$3.3		\$4.1	\$7.0
Ensilage	\$23.9	4	\$30.7	\$55.0
Hay	\$32.1	8	\$41.2	\$73.9
Vegetables/Other Crops	\$15.4		\$19.8	\$35.4
Total Crop Receipts	\$164.1	13	\$209.2	\$364.4
Livestock and Livestock Products:				
Fed Beef - Value Added	\$197.1	4	\$275.8	\$429.5
Cow-calf and Stockers	\$26.5		\$37.0	\$57.6
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$185.3	4	\$220.5	\$429.1
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$408.8	4	\$533.3	\$916.2
Other Ag-Related	\$0.1		\$0.1	\$0.1
Total Agricultural Receipts**	\$573.0	4	\$742.6	\$1280.8

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2016 profits, they rebounded quickly in 2017, resulting in average annual livestock sales of \$408.8 million from 2015-2018 (Figure 1). Almost half (\$197.1 million) of these receipts came from value-added fed beef production. In fact, Hartley County is ranked 4th in fed beef income among all Texas counties. The local dairy industry has also seen explosive growth over the last 10 years, ranking 4th in the state with average annual cash receipts of \$185.3 million. Finally, cow-calf and stocker operations contribute \$26.5 million in annual income. In total, yearly agricultural cash receipts from all sources averaged \$573 million from 2015-2018, making Hartley County the 4th highest agricultural income producing county in Texas (Table 1).



Table 2. Hartley County Ag-Related Employment

	Number of	Annual Payroll
Private Sector	325	\$10.50
Farm and Ranch	407	\$10.81
Total	732	\$21.31

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

agricultural receipts is multiplied, resulting in a county-level economic impact of \$742.6 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$1.28 billion (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$573 million in direct

Local agribusinesses are another important income source for Hartley County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Hartley County agribusinesses employ 325 people with an associated payroll of \$10.5 million (Table 2). In addition, the county has many agricultural-related workers (407 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$10.81 million annually (2017 Census of Agriculture). This number represents a decrease over previous time periods due a significant amount of consolidation among farming operations. However, it should be noted that the overall economic impact of Hartley County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA



Farm Service Agency and Natural Resource Conservation Service workers, and approximately 255 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-13: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Hemphill County's agricultural income rose from \$26 million in 2015 to almost \$55 million in 2018 (Figure 1).*
- *Hemphill ranked 22nd in value added- fed beef production among 254 Texas counties (Table 1).*
- *From 2015-2018, the county averaged \$40.9 million in total agricultural receipts, generating county - and state-level impacts of \$57.2 million and \$89 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$17.67 million each year (Table 2).*

The Impact of Agribusiness HEMPHILL COUNTY 2021

Hemphill County's 906-square-mile land area consists of 497,422 acres of permanent pasture and another 32,085 acres under cultivation (2017 Census of Agriculture). Crop production is an important part of the local economy, generating \$3 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland crop production. Primary commodities include hay and cotton, with average annual sales of \$2.2 million and \$300,000, respectively.

Figure 1. Hemphill County Crop and Livestock Receipts (2015-2018)



Table 1. Average Annual Agricultural Cash Receipts, Hemphill County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$0.1		\$0.1	\$0.2
Wheat	\$0.1		\$0.2	\$0.3
Cotton	\$0.3		\$0.5	\$0.8
Sorghum	\$0.1		\$0.2	\$0.2
Ensilage	\$0.2		\$0.3	\$0.4
Hay	\$2.2		\$3.3	\$5.0
Other Crops	\$0.0		\$0.0	\$0.0
Total Crop Receipts	\$3.0		\$4.5	\$6.9
Livestock and Livestock Products:				
Fed Beef - Value Added	\$20.9	22	\$30.3	\$45.5
Cow-calf and Stockers	\$15.1		\$22.0	\$33.0
Hogs	\$0.2		\$0.2	\$0.2
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$36.2		\$52.5	\$78.7
Other Ag-Related	\$1.8		\$0.1	\$3.5
Total Agricultural Receipts**	\$40.9		\$57.2	\$89.0

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. While falling prices negatively impacted 2015 and 2016 profits, they rebounded quickly in 2017, resulting in average annual livestock sales of \$36.2 million from 2015-2018 (Figure 1). More than half (\$20.9 million) of these receipts came from value-added fed beef production, ranking Hemphill County 22nd among the state's 254 counties. Cow-calf and stocker operations also contributed \$15.1 million annually. In total, yearly agricultural cash receipts from all agricultural sources averaged \$40.9 million from 2015-2018 (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$40.9 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$57.2 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$89 million (Table 1).



Table 2. Hemphill County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	230	\$6.70
Farm and Ranch	413	\$10.97
Total	643	\$17.67

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

workers (413 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$10.97 million annually (2017 Census of Agriculture).



Local agribusinesses are another important income source for Hemphill County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Hemphill County agribusinesses employ 230 people with an associated payroll of \$6.7 million (Table 2). In addition, the county has many agricultural-related workers (413 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$10.97 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Hemphill County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 232 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-14: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Hutchinson County's agricultural value exceeded \$43 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$38.7 million in total agricultural income, generating county - and state-level impacts of \$48.2 million and \$85.1 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$41.74 million each year (Table 2).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 247 farm and ranch operators in Hutchinson County.*

The Impact of Agribusiness HUTCHINSON COUNTY 2021

Most of Hutchinson County's 887-square-mile land area is used for agriculture, with about 466,329 acres in permanent pasture and another 81,695 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$14.4 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Hutchinson County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, and ensilage, with average annual sales of \$5.3 million, \$1.3 million and \$1.1 million, respectively. Over the last 10 years cotton also became a significant crop, averaging \$5.7 million in cash receipts each year.

Figure 1. Hutchinson County Crop and Livestock Receipts (2015-2018)

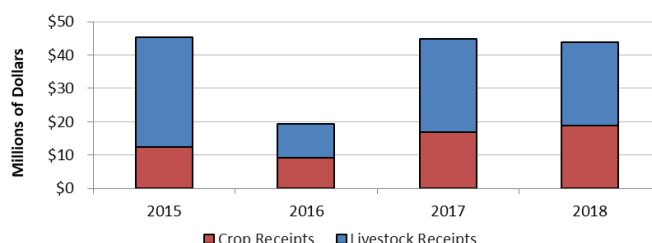


Table 1. Average Annual Agricultural Cash Receipts, Hutchinson County, 2015-2018.

	Value (\$1,000,000)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:			
Corn	\$5.3	\$6.6	\$11.5
Wheat	\$1.3	\$1.6	\$2.8
Cotton	\$5.7	\$8.0	\$12.4
Sorghum	\$0.4	\$0.4	\$0.8
Ensilage	\$1.1	\$1.4	\$2.6
Hay	\$0.6	\$0.7	\$1.3
Other Crops	\$0.0	\$0.1	\$0.1
Total Crop Receipts	\$14.4	\$18.8	\$31.3
Livestock and Livestock Products:			
Fed Beef - Value Added	\$9.0	\$10.9	\$19.5
Cow-calf and Stockers	\$8.8	\$10.7	\$19.2
Hogs	\$0.0	\$0.0	\$0.0
Dairy	\$6.1	\$7.2	\$14.1
Other	\$0.0	\$0.0	\$0.0
Total L & LP	\$23.9	\$28.8	\$52.9
Other Ag-Related	\$0.5	\$0.6	\$0.8
Total Agricultural Receipts**	\$38.7	\$48.2	\$85.1

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$23.9 million from 2015-2018. More than a third (\$9 million) of total revenues came from value-added fed beef production. Cow-calf and stocker operations contributed \$8.8 million annually, while its growing dairy sector averaged \$6.1 million in sales each year. In total, yearly agricultural cash receipts from all sources averaged \$38.7 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$38.7 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$48.2 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$85.1 million (Table 1).

Table 2. Hutchinson County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	1,242	\$33.80
Farm and Ranch	299	\$7.94
Total	1,541	\$41.74

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

many agricultural-related workers (299 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$7.94 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Hemphill County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 247 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-15: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

Local agribusinesses are another important income source for Hutchinson County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Hutchinson County agribusinesses employ 1,242 people with an associated payroll of \$33.8 million (Table 2). In addition, the county has



AT A GLANCE

- *Lipscomb County's agricultural value exceeded \$61 million in 2018 (Figure 1).*
- *Among 254 counties in Texas, Lipscomb ranked 7th in hog receipts and 16th in ensilage production (Table 1).*
- *From 2015-2018, the county averaged \$48.3 million in total agricultural income, generating county - and state-level impacts of \$64.9 million and \$105.4 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$30.81 million each year (Table 2).*

The Impact of Agribusiness LIPSCOMB COUNTY 2021

Most of Lipscomb County's 932 square-mile land area is used for agriculture, with around 475,774 acres in permanent pasture and another 115,721 acres in cropland (2017 Census of Agriculture). Crop

production is an important part of the local economy, generating \$26.3 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Lipscomb County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, ensilage, and hay, with average annual sales of \$4.3 million, \$1.8 million, \$3.7 million, and \$10.9 million, respectively. Overall, Lipscomb County ranks 16th in Texas ensilage among the state's 254 counties. During the last 10 years, cotton has also become a significant crop, averaging \$4.7 million in cash receipts each year.

Figure 1. Lipscomb County Crop and Livestock Receipts (2014-2018)

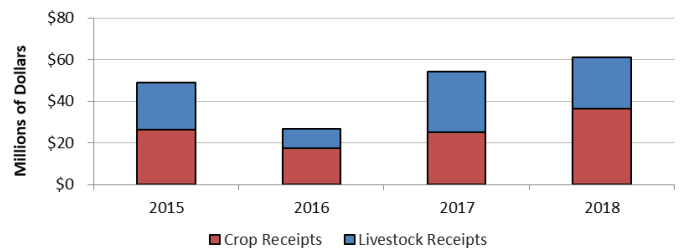


Table 1. Average Annual Agricultural Cash Receipts, Lipscomb County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$4.3		\$5.5	\$9.3
Wheat	\$1.8		\$2.3	\$3.8
Cotton	\$4.7		\$6.8	\$10.2
Sorghum	\$0.7		\$0.9	\$1.6
Ensilage	\$3.7	16	\$5.1	\$8.5
Hay	\$10.9		\$15.1	\$25.1
Other Crops	\$0.2		\$0.2	\$0.4
Total Crop Receipts	\$26.3		\$36.1	\$59.0
Livestock and Livestock Products:				
Fed Beef - Value Added	\$0.6		\$0.8	\$1.3
Cow-calf and Stockers	\$14.0		\$18.9	\$30.5
Hogs	\$2.7	7	\$2.9	\$4.1
Dairy	\$4.1		\$5.5	\$9.5
Other	\$0.0		\$0.0	\$0.1
Total L & LP	\$21.5		\$28.2	\$45.5
Other Ag-Related	\$0.5		\$0.6	\$1.0
Total Agricultural Receipts**	\$48.3		\$64.9	\$105.4

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises. Even though falling prices negatively impacted 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$21.5 million from 2015-2018. Almost two-thirds (\$14 million) of total revenues came from cow-calf and stocker operations. Hogs also contributed \$2.7 million annually, ranking Lipscomb County 7th in the state, while its growing dairy sector averaged \$4.1 million in sales each year. In total, annual agricultural cash receipts from all sources averaged \$48.3 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$48.3 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$64.9 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$105.4 million (Table 1).

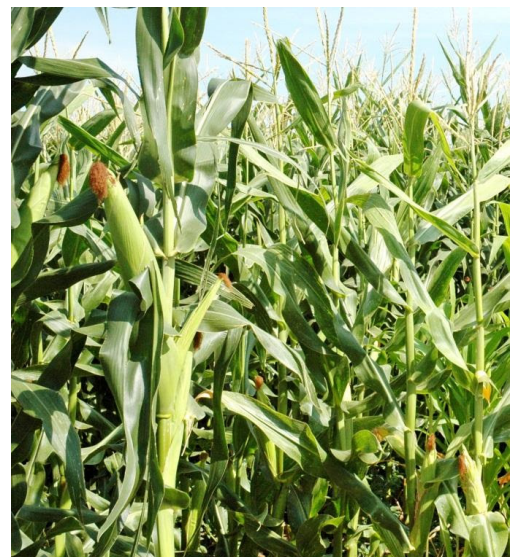
Table 2. Lipscomb County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	518	\$17.10
Farm and Ranch	516	\$13.71
Total	1,034	\$30.81

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

people) hired either full or part-time by local farms, ranches and approximately \$13.71 million annually (2017 Census of Agriculture). This number represents a big jump over previous publications and is likely due to an increase in irrigated farming operations. However, it should be noted that the overall economic impact of Lipscomb County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 277 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-16: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

Local agribusinesses are another important income source for Lipscomb County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Lipscomb County agribusinesses employ 518 people with an associated payroll of \$17.1 million (Table 2). In addition, the county has many agricultural-related workers (516 and confined livestock operations that earn



AT A GLANCE

- Moore County was the 7th highest agricultural income producing county in Texas from 2015-2018 (Table 1).
- Moore averaged \$405.3 million in total agricultural receipts between 2015 and 2018, generating county - and state-level impacts of \$591.3 million and \$903.1 million, respectively (Table 1).
- The county ranked 5th in dairy sales, 6th in hog production, 7th in corn receipts, and 8th in ensilage and value added-fed beef production among all 254 counties (Table 1).

The Impact of Agribusiness MOORE COUNTY 2021

Much of the 900 square-mile land area in Moore County is used for agriculture, with 273,936 acres in permanent pasture and another 207,601 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$96.1 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Moore County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, sorghum and ensilage, with average annual sales of \$44.2 million, \$7.1 million, \$5.5 million and \$10.5 million, respectively. Overall, Moore County ranks 7th in Texas corn sales, 15th in wheat sales and 8th in ensilage sales among the state's 254 counties. Over the last 10 years, cotton has also become a significant crop, averaging \$25.6 million in cash receipts each year.

Figure 1. Moore County Crop and Livestock Receipts (2015-2018)

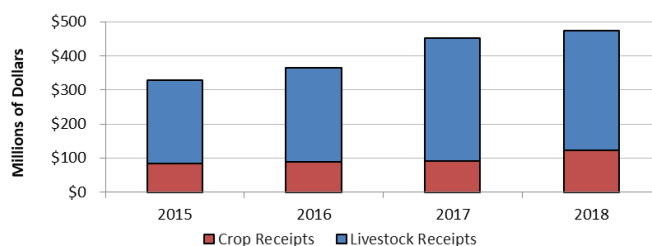


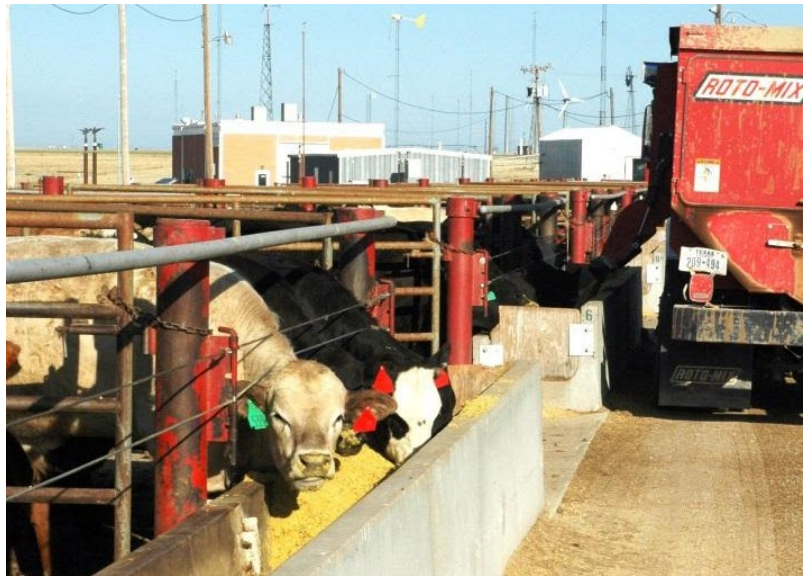
Table 1. Average Annual Agricultural Cash Receipts, Moore, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$44.2	7	\$67.0	\$95.2
Wheat	\$7.1	15	\$10.7	\$15.2
Cotton	\$25.6		\$41.9	\$55.9
Sorghum	\$5.5		\$8.3	\$11.7
Ensilage	\$10.5	8	\$16.9	\$24.1
Hay	\$3.2		\$5.1	\$7.4
Other Crops	\$0.1		\$0.2	\$0.2
Total Crop Receipts	\$96.1		\$150.0	\$209.8
Livestock and Livestock Products:				
Fed Beef - Value Added	\$124.0	8	\$179.2	\$270.2
Cow-calf and Stockers	\$21.2		\$30.7	\$46.3
Hogs	\$3.4	6	\$5.8	\$5.1
Dairy	\$160.4	5	\$225.5	\$371.5
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$309.0	7	\$441.1	\$693.1
Other Ag-Related	\$0.1		\$0.2	\$0.2
Total Agricultural Receipts**	\$405.3	7	\$591.3	\$903.1

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises. While falling prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$309 million from 2015-2018. More than half (\$160.4 million) of total revenues came from a growing dairy sector, ranking Moore County 5th among all Texas counties. Cow-calf and stocker operations contributed \$21.2 million annually, while its fed cattle sector averaged \$124 million in cash receipts each year, the 8th highest in the state. Finally, the county's hog operations contributed \$3.4 million in annual sales, ranking it 6th among the 254 counties in Texas. In total, yearly agricultural cash receipts from all sources averaged \$405.3 million from 2015-2018, making Moore County the 7th highest agricultural income producing county in Texas (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$405.3 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$591.3 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$903.1 million (Table 1).

Table 2. Moore County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	4,967	\$175.20
Farm and Ranch	5,094	\$235.36
Total	10,061	\$410.56

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

has many agricultural-related workers (5,094 people) hired either full or part-time on local farms, ranches and confined livestock operations that earn approximately \$235.36 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Moore County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 261 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

Local agribusinesses are another important income source for Moore County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Moore agribusinesses employ 4,967 people with an associated payroll of \$175.2 million (Table 2). In

addition, the county



(AgEco-FS-17: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Ochiltree County was the 24th highest agriculture income producing county in Texas from 2015-2018 (Table 1).*
- *Ochiltree averaged \$239.4 million in total agricultural receipts between 2015 and 2018, generating county - and state-level impacts of \$417.6 million and \$473.8 million, respectively (Table 1).*
- *The county ranked 1st in hog production, 4th in wheat receipts, and 10th in sorghum sales among all 254 Texas counties (Table 1).*

The Impact of Agribusiness OCHILTREE COUNTY 2021

Most of Ochiltree County's 918-square-mile land area is used for agriculture, with around 232,995 acres in permanent pasture and another 343,751 acres under cultivation (2017 Census of Agriculture). Crop production is an

important part of the local economy, generating \$78.7 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Ochiltree County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat and sorghum, with average annual sales of \$21.5 million, \$13.6 million and \$12.1 million, respectively. Overall, Ochiltree County ranks 15th in Texas corn sales, 4th in wheat sales and 10th in sorghum sales among the state's 254 counties. Over the last 10 years, cotton has also become a significant crop, averaging \$25.3 million in cash receipts each year.

Figure 1. Ochiltree County Crop and Livestock Receipts (2015-2018)

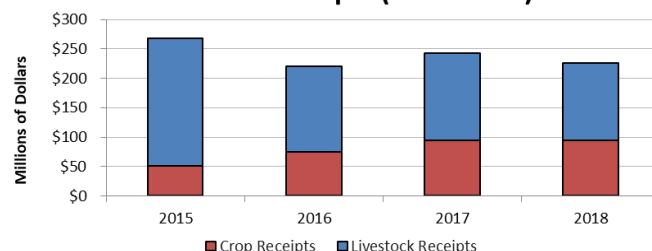


Table 1. Average Annual Agricultural Cash Receipts, Ochiltree County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$21.5	15	\$34.8	\$46.2
Wheat	\$13.6	4	\$22.0	\$29.2
Cotton	\$25.3		\$46.5	\$55.4
Sorghum	\$12.1	10	\$19.6	\$26.0
Ensilage	\$1.4		\$2.4	\$3.2
Hay	\$2.4		\$4.1	\$5.5
Other Crops	\$2.4		\$4.2	\$5.6
Total Crop Receipts	\$78.7		\$133.6	\$171.1
Livestock and Livestock Products:				
Fed Beef - Value Added	\$68.1	12	\$126.5	\$148.4
Cow-calf and Stockers	\$13.2		\$24.5	\$28.7
Hogs	\$72.1	1	\$123.3	\$108.8
Dairy	\$7.0		\$9.5	\$16.3
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$160.5	20	\$283.8	\$302.3
Other Ag-Related	\$0.2		\$0.2	\$0.3
Total Agricultural Receipts**	\$239.4	24	\$417.6	\$473.8

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises. Livestock sales generated an average of \$160.5 million in cash receipts from 2015-2018. Almost half (\$72.1 million) of total revenues came from value-added hog production, ranking Ochiltree 1st among all Texas counties. Cow-calf and stocker operations contributed \$13.2 million annually, while its growing dairy industry generated \$7 million in sales each year. Finally, the county's fed cattle sector averaged \$68.1 million in annual sales, the 12th highest in the state. In total, yearly cash receipts from all sources averaged \$239.4 million from 2015-2018 (Table 1), ranking Ochiltree County 24th out of 254 Texas counties.



Table 2. Ochiltree County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	572	\$14.70
Farm and Ranch	482	\$12.81
Total	1,054	\$27.51

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

million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$417.6 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$473.8 million (Table 1).

Local agribusinesses are another important income source for Ochiltree County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Ochiltree agribusinesses employ 572 people with an associated payroll of \$14.7 million (Table 2). In addition, the county has many agricultural-related workers (482 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$12.81 million annually (2017 Census of Agriculture). This number represents a decrease over previous time periods due to the transfer of ownership of a large hog operation that reports local



labor numbers outside of the county. It should also be noted that the overall economic impact of Ochiltree County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 348 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-18: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Oldham County crop and livestock sales exceeded \$63 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$53.2 million in total agricultural receipts, generating county - and state-level impacts of \$86 million and \$116.1 million, respectively (Table 1).*
- *Oldham ranked 16th in value added- fed beef production among all 254 Texas counties (Table 1).*
- *Agricultural related payroll averaged \$8.96 million each year (Table 2).*

The Impact of Agribusiness OLDHAM COUNTY 2021

Oldham County's 1,501-square-mile land area consists of around 849,463 acres of permanent pasture and another 105,292 acres under cultivation (2017 Census of Agriculture). Crop production is an important part of the local economy, generating \$4.4 million in average annual cash receipts from 2015-2018 (Table 1). Irrigation is limited in this area, resulting in mostly dryland crop production. Primary commodities include cotton, wheat and ensilage, with average annual sales of \$1.4 million, \$900,000 and \$800,000, respectively.

Figure 1. Oldham County Crop and Livestock Receipts (2015-2018)

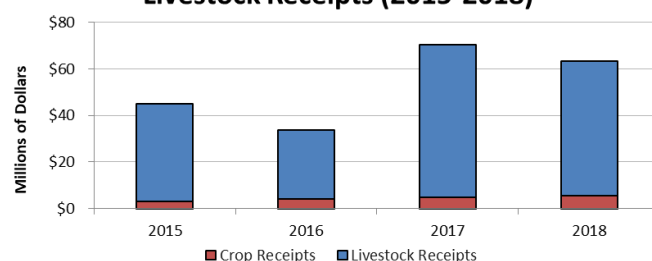


Table 1. Average Annual Agricultural Cash Receipts, Oldham County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$0.4		\$0.6	\$0.9
Wheat	\$0.9		\$1.3	\$2.0
Cotton	\$1.4		\$2.4	\$3.0
Sorghum	\$0.4		\$0.6	\$0.8
Ensilage	\$0.8		\$1.3	\$1.9
Hay	\$0.5		\$0.8	\$1.2
Other Crops	\$0.0		\$0.0	\$0.0
Total Crop Receipts	\$4.4		\$7.0	\$9.8
Livestock and Livestock Products:				
Fed Beef - Value Added	\$35.3	16	\$57.1	\$76.9
Cow-calf and Stockers	\$13.5		\$21.8	\$29.3
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$48.7		\$78.9	\$106.2
Other Ag-Related	\$0.1		\$0.1	\$0.1
Total Agricultural Receipts**	\$53.2		\$86.0	\$116.1

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$48.7 million from 2015-2018. More than 70% (\$35.3 million) of total revenues came from value-added fed beef production, ranking Oldham County 16th among all Texas counties. Cow-calf and stocker operations also contributed \$13.5 million annually. In total, yearly agricultural cash receipts from all agricultural sources averaged \$53.2 million from 2015-2018 (Table 1).



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$53.2 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$86 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$116.1 million (Table 1).

Table 2. Oldham County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	74	\$2.10
Farm and Ranch	258	\$6.86
Total	332	\$8.96

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

workers (258 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$6.86 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Oldham County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 159 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-19: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)



Local agribusinesses are another important income source for Oldham County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Oldham County agribusinesses employ 74 people with an associated payroll of \$2.1 million (Table 2). In addition, the county has many agricultural-related

AT A GLANCE

- *Parmer County was the 3rd highest agricultural income producing county in Texas from 2015-2018 (Table 1).*
- *The county averaged \$619.8 million in total agricultural receipts between 2015 and 2018, generating county - and state-level impacts of \$851.6 million and \$1.36 billion, respectively (Table 1).*
- *Parmer ranked 1st in dairy production, 2nd in ensilage production, and 3rd in wheat production among all 254 Texas counties (Table 1).*

The Impact of Agribusiness PARMER COUNTY 2021

Most of Parmer County's 881-square-mile land area is used for agriculture, with about 165,491 acres in permanent pasture and another 399,208 acres under cultivation (2017 Census of Agriculture).

Crop production is an important part of the local economy, generating \$153.8 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Parmer County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, cotton, and ensilage, with average annual sales of \$40.4 million, \$15 million, \$20.5 million, and \$41.3 million, respectively. Overall, the county ranks 8th in Texas corn sales, 3rd in wheat sales and 2nd in ensilage sales among the state's 254 counties. Sorghum and hay also generate considerable income with average earnings of \$10.4 million and \$7 million each year, respectively.

Figure 1. Parmer County Crop and Livestock Receipts (2015-2018)

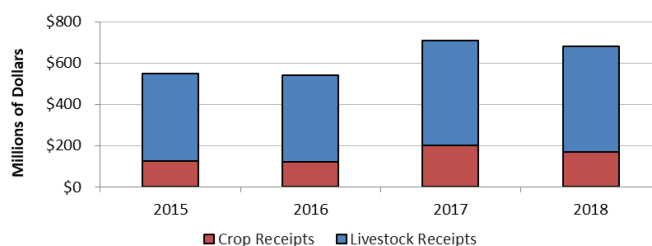


Table 1. Average Annual Agricultural Cash Receipts, Parmer County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$40.4	8	\$54.0	\$87.0
Wheat	\$15.0	3	\$20.1	\$32.4
Cotton	\$20.5		\$31.7	\$44.8
Sorghum	\$10.4	14	\$13.9	\$22.4
Ensilage	\$41.3	2	\$59.5	\$95.3
Hay	\$7.0		\$10.0	\$16.1
Other Crops	\$19.1		\$27.5	\$44.1
Total Crop Receipts	\$153.8	14	\$216.7	\$342.0
Livestock and Livestock Products:				
Fed Beef - Value Added	\$134.8	6	\$182.2	\$293.7
Cow-calf and Stockers	\$29.9		\$40.4	\$65.2
Hogs	\$0.1		\$0.1	\$0.1
Dairy	\$257.8	1	\$350.2	\$597.1
Other	\$43.5		\$62.0	\$65.6
Total L & LP	\$466.0	3	\$634.9	\$1021.7
Other Ag-Related	\$0.0		\$0.0	\$0.0
Total Agricultural Receipts**	\$619.8	3	\$851.6	\$1363.7

*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.



Although Parmer County has almost three times as many acres in cropland than in pasture, cattle and milk sales make up a much more significant portion of total agricultural income. While falling prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$466 million from 2015-2018. More than half (\$257.8 million) of this total came from the dairy sector, which has seen explosive growth over the past 10 years. In fact, Parmer County is ranked 1st in dairy receipts among all Texas counties. Cow-calf and stocker

sales averaged \$29.9 million annually, while a substantial feedlot industry generated \$134.8 in receipts each year, the 6th largest in the state. In total, yearly cash receipts from all sources averaged \$619.8 million from 2015-2018, making Parmer County the third highest agricultural income producing county in Texas (Table 1).

Table 2. Parmer County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	2,221	\$79.50
Farm and Ranch	780	\$20.72
Total	3,001	\$100.22

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

agricultural receipts is multiplied, resulting in a county-level economic impact of \$851.6 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$1.36 billion (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$619.8 million in direct

Local agribusinesses are another important income source for Parmer County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Parmer County agribusinesses employ 2,221 people with an associated payroll of \$79.5 million (Table 2). In addition, the county has many agricultural-related workers (780 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$20.72 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Parmer County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 570 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-20: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Potter County's agricultural value exceeded \$22 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$17.7 million in total agricultural receipts, generating county - and state-level impacts of \$24.4 million and \$38.7 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$402.53 million each year (Table 2).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 258 farm and ranch operators in Potter County.*

The Impact of Agribusiness POTTER COUNTY 2021

Much of Potter County's 908-square-mile land area is used for agriculture, with 376,284 acres of permanent pasture and another 49,596 acres under cultivation (2017 Census of Agriculture). Crop production is an important part of the local economy, generating \$2.8 million in average annual cash receipts from 2015-2018 (Table 1). Primary commodities include hay, wheat and ensilage, with annual sales of \$1 million, \$500,000 and \$800,000, respectively.

Figure 1. Potter County Crop and Livestock Receipts (2015-2018)

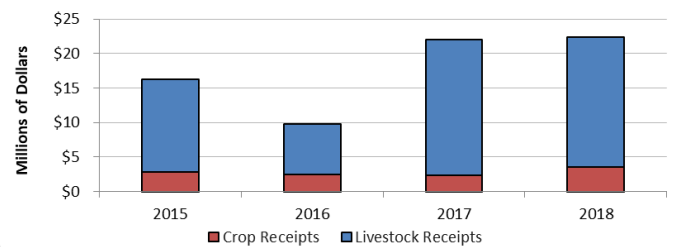


Table 1. Average Annual Agricultural Cash Receipts, Potter County, 2015-2018.

	County Value (\$1,000,000)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:			
Corn	\$0.1	\$0.1	\$0.2
Wheat	\$0.5	\$0.8	\$1.2
Cotton	\$0.1	\$0.1	\$0.2
Sorghum	\$0.3	\$0.4	\$0.6
Ensilage	\$0.8	\$1.3	\$1.8
Hay	\$1.0	\$1.8	\$2.4
Other Crops	\$0.0	\$0.0	\$0.0
Total Crop Receipts	\$2.8	\$4.7	\$6.3
Livestock and Livestock Products:			
Fed Beef - Value Added	\$5.4	\$7.1	\$11.8
Cow-calf and Stockers	\$9.4	\$12.4	\$20.5
Hogs	\$0.0	\$0.0	\$0.0
Dairy	\$0.0	\$0.0	\$0.0
Other	\$0.0	\$0.0	\$0.0
Total L & LP	\$14.8	\$19.6	\$32.3
Other Ag-Related	\$0.1	\$0.1	\$0.1
Total Agricultural Receipts**	\$17.7	\$24.4	\$38.7

*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.



Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$17.7 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$24.4 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through

vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$38.7 million (Table 1).

Local agribusinesses are another important income source for Potter County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Potter County agribusinesses employ 16,073 people with an associated payroll of \$392.3 million (Table 2). In addition, the county has many agricultural-related workers (385 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$10.23 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Potter County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 258 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

Table 2. Potter County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	16,073	\$392.30
Farm and Ranch	385	\$10.23
Total	16,458	\$402.53

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

Furthermore, as a regional trade center Potter County benefits from agriculture activities throughout the Texas Panhandle. This economic analysis excludes the fact that many agricultural products undergo further processing here. For example, the county is home to a cheese plant, tortilla manufacturer and multiple packing plants. It also excludes the benefits of farmers and ranchers from surrounding counties who purchase production inputs and consume goods and services in Potter County.



(AgEco-FS-21: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Randall County's agricultural value exceeded \$183 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$163.1 million in total agricultural receipts, generating county - and state-level impacts of \$280.3 million and \$355.5 million, respectively (Table 1).*
- *Agricultural related payroll accounted for \$238.55 million each year (Table 2).*
- *Randall County ranked 7th in value added- fed beef production and 21st in ensilage sales among all 254 Texas counties (Table 1).*

The Impact of Agribusiness RANDALL COUNTY 2021

Most of Randall County's 912-square-mile land area is used for agriculture, with around 317,468 acres in permanent pasture and another 233,934 acres under cultivation. Crop production is very important to the local economy, generating \$16.1 million in average annual cash receipts from 2015-2018 (Table 1). While much of the acres are dryland, Randall County's small number of irrigated acres provide some flexibility with respect to types of commodities grown. Primary crops include corn, cotton, wheat and hay, with average annual sales of \$1.4 million, \$1.7 million, \$3.1 million and \$3.4 million, respectively. Randall County also ranks 21st in ensilage receipts among the state's 254 counties, with sales of \$2.3 million each year. Nursery operations generate considerable income as well, earning \$3.1 million annually.

Figure 1. Randall County Crop and Livestock Receipts (2015-2018)

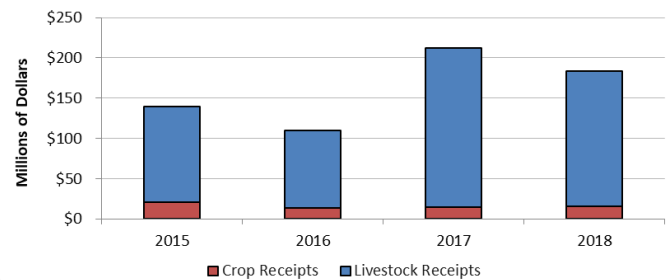


Table 1. Average Annual Agricultural Cash Receipts, Randall County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$1.4		\$2.7	\$3.0
Wheat	\$3.1		\$6.1	\$6.7
Cotton	\$1.7		\$3.3	\$3.7
Sorghum	\$1.0		\$2.0	\$2.2
Ensilage	\$2.3	21	\$4.3	\$5.2
Hay	\$3.4		\$6.5	\$7.9
Nursery/Other Crops	\$3.1		\$5.9	\$7.2
Total Crop Receipts	\$16.1		\$30.8	\$36.0
Livestock and Livestock Products:				
Fed Beef - Value Added	\$126.8	7	\$217.3	\$276.3
Cow-calf and Stockers	\$15.9		\$27.2	\$34.6
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$2.7		\$3.0	\$6.2
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$145.4	22	\$247.5	\$317.1
Other Ag-Related	\$1.6		\$2.0	\$2.4
Total Agricultural Receipts**	\$163.1		\$280.3	\$355.5

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though low prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$145.4 million from 2015-2018. More than 80% (\$126.8 million) of total revenues came from value-added fed beef production, the 7th highest in the state. Cow-calf and stocker operations also contributed \$15.9 million annually, and a growing dairy sector earned \$2.7 million each year. It should be noted that a substantial drop in cow-calf and stocker income occurred when compared to previous publications, due primarily to less grazing availability from urbanization in the area. In total, yearly agricultural cash receipts from all agricultural sources averaged \$163.1 million from 2015-2018 (Table 1).



Table 2. Randall County Ag-Related Employment		
	Number of Employees	Annual Payroll \$1,000,000
Private Sector	7,981	\$205.10
Farm and Ranch	1,259	\$33.45
Total	9,240	\$238.55

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

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$163.1 million in direct agricultural receipts is multiplied, resulting in a county-level

economic impact of \$280.3 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$355.5 million (Table 1).

Local agribusinesses are another important income source for Randall County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Randall County agribusinesses employ 7,981 people with an associated payroll of \$205.1 million (Table 2). In addition, the county has many agricultural-related workers (1,259 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$33.45 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Randall County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 892 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-22: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)



AT A GLANCE

- *Roberts County's agricultural value exceeded \$17 million in 2018 (Figure 1).*
- *From 2015-2018, the county averaged \$13 million in total agricultural receipts, generating county - and state-level impacts of \$17.3 million and \$28.3 million, respectively (Table 1).*
- *Agricultural related payroll averaged \$5.98 million each year (Table 2).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 107 farm and ranch operators in Roberts County.*

The Impact of Agribusiness ROBERTS COUNTY 2021

Roberts County's 924-square mile -land area is primarily used for agriculture, with around 523,029 acres in permanent pasture and another 36,063 acres under cultivation. Crop production is an essential part of the economy,

generating \$4 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Roberts County's small number of irrigated acres provide some flexibility with respect to types of commodities grown. Primary crops include corn, cotton, and ensilage, with average annual sales of \$1.6 million, \$800,000, and \$600,000, respectively.

Figure 1. Roberts County Crop and Livestock Receipts (2015-2018)

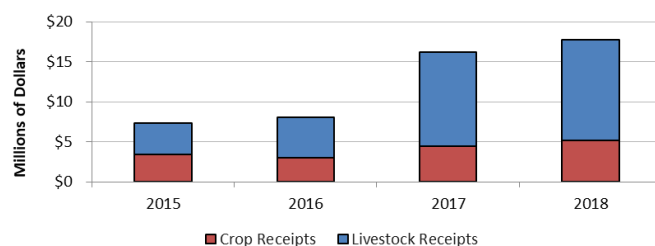


Table 1. Average Annual Agricultural Cash Receipts, Roberts County, 2015-2018.

	County	State
Value	Economic Impact*	Economic Impact*
(\$1,000,000)	(\$1,000,000)	(\$1,000,000)
Crops:		
Corn	\$2.2	\$3.5
Wheat	\$0.4	\$0.7
Cotton	\$1.2	\$1.8
Sorghum	\$0.4	\$0.7
Ensilage	\$0.9	\$1.5
Hay	\$0.4	\$0.6
Other Crops	\$0.0	\$0.1
Total Crop Receipts	\$5.6	\$8.8
Livestock and Livestock Products:		
Fed Beef - Value Added	\$0.0	\$0.0
Cow-calf and Stockers	\$11.7	\$18.1
Hogs	\$0.0	\$0.0
Dairy	\$0.0	\$0.0
Other	\$0.0	\$0.0
Total L & LP	\$11.7	\$18.1
Other Ag-Related	\$0.0	\$1.4
Total Agricultural Receipts**	\$17.3	\$28.3

*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.

Roberts County's large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2015 and 2016 earnings (Figure 1), they rebounded quickly in 2017, resulting in average annual livestock sales of \$8.3 million from 2015-2018. The majority of this income came from cow-calf and stocker operations; there was minimal hog, dairy or fed cattle revenue. In total, yearly agricultural cash receipts from all sources averaged \$13 million from 2015-2018 (Table 1).

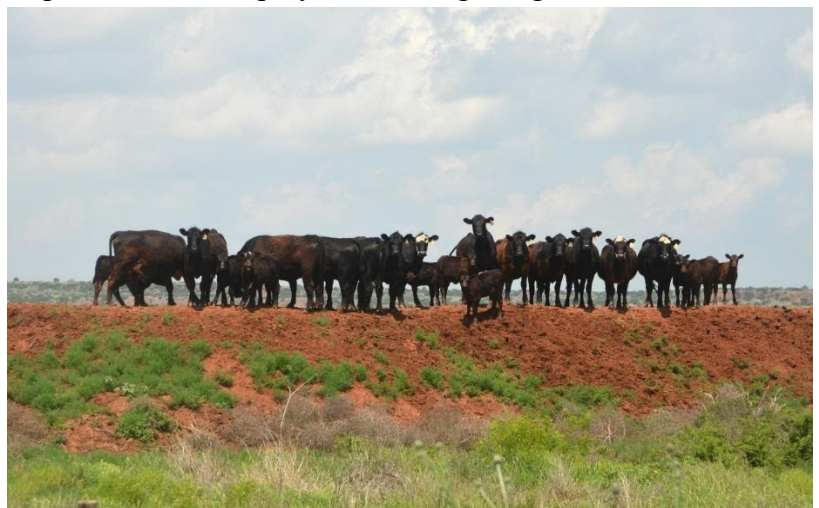


Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$13 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$17.3 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$28.3 million (Table 1).

Table 2. Roberts County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	70	\$1.30
Farm and Ranch	176	\$4.68
Total	246	\$5.98

Local agribusinesses are another important income source for Roberts County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Roberts County agribusinesses employ 70 people with an associated payroll of \$1.3 million (Table 2). In

addition, the county has many agricultural-related workers (176 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$4.68 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Roberts County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 107 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-23: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- From 2015-2018, Sherman County averaged \$366.1 million in total agricultural sales, generating county - and state-level impacts of \$484 million and \$793 million, respectively (Table 1).
- The county ranked 1st in corn production, 3rd in hog sales, 6th in ensilage receipts, 8th in wheat income, and 10th in value added-fed beef production among all 254 Texas counties (Table 1).
- Agricultural related payroll averaged for \$21.14 million each year (Table 2).
- Sherman was the 13th highest agricultural income producing county in Texas from 2015-2018 (Table 1).

The Impact of Agribusiness SHERMAN COUNTY 2021

Most of Sherman County's 923-square-mile land area is used for agricultural purposes with 246,606 acres in permanent pasture and another 355,226 acres under cultivation (2017 Census of Agriculture).

Crop production is an important part of the local economy, generating \$136.8 million in average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Sherman County's irrigated acres provide flexibility with respect to the types of commodities grown. Primary crops include corn, wheat, sorghum and ensilage, with average annual sales of \$78.3 million, \$11.9 million, \$6.6 million and \$13.1 million, respectively. Overall, Sherman ranks 1st in Texas corn sales, 8th in wheat sales, 21st in sorghum sales and 6th in ensilage sales among the state's 254 counties. Over the last 10 years, cotton has also become a significant crop, averaging \$21.3 million in cash receipts each year.

Figure 1. Sherman County Crop and Livestock Receipts (2015-2018)

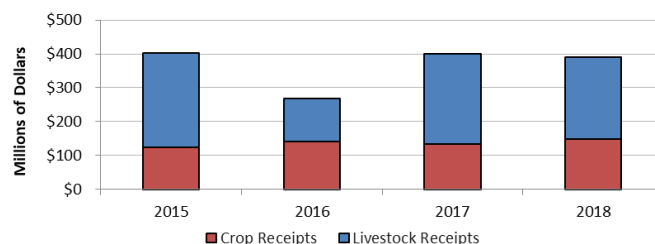


Table 1. Average Annual Agricultural Cash Receipts, Sherman County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$78.3	1	\$100.4	\$168.4
Wheat	\$11.9	8	\$15.2	\$25.5
Cotton	\$21.3		\$30.0	\$46.5
Sorghum	\$6.6	21	\$8.5	\$14.2
Ensilage	\$13.1	6	\$17.2	\$30.3
Hay	\$5.3		\$7.0	\$12.3
Other Crops	\$0.3		\$0.4	\$0.6
Total Crop Receipts	\$136.8	20	\$178.7	\$297.9
Livestock and Livestock Products:				
Fed Beef - Value Added	\$120.3	10	\$169.3	\$262.1
Cow-calf and Stockers	\$19.3		\$27.1	\$42.0
Hogs	\$20.9	3	\$26.5	\$31.5
Dairy	\$68.8	13	\$82.3	\$159.3
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$229.2	10	\$305.3	\$494.9
Other Ag-Related	\$0.1		\$0.1	\$0.2
Total Agricultural Receipts**	\$366.1	13	\$484.0	\$793.0

*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.

A large concentration of pasture acres support many land-intensive cattle and swine enterprises. Even though falling prices negatively impacted 2016 earnings (Figure 1), livestock sales generated an average of \$229.2 million in cash receipts from 2015-2018. More than half (\$120.3 million) of total revenues came from a value-added fed cattle industry, ranking Sherman County 10th among all Texas counties. Cow-calf and stocker operations contributed \$19.3 million annually, while its growing dairy sector averaged \$68.8 million in cash receipts each year, ranking it 13th highest in the state. Finally, the county's hog operations generated \$20.9 million in annual sales, the 3rd highest in the state. In total, yearly agricultural cash receipts from all sources averaged \$366.1 million from 2015-2018, making Sherman County the 13th highest agricultural income producing county in Texas (Table 1).



Table 2. Sherman County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	175	\$9.10
Farm and Ranch	453	\$12.04
Total	628	\$21.14

*Employment estimates do not include ag-related public sector/government employees
 million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$484 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$793 million (Table 1).

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$366.1

Local agribusinesses are another important income source for Sherman County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Sherman County agribusinesses employ 175 people with an associated payroll of \$9.1 million (Table 2). In addition, the county has many agricultural-related workers (453 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$12.04 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Sherman County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 313 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-24: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

AT A GLANCE

- *Swisher County was the 17th highest agricultural income producing county in Texas from 2015-2018 (Table 1).*
- *Swisher ranked 3rd in value added- fed beef production, 5th in wheat sales, and 14th in cotton receipts among 254 counties (Table 1).*
- *From 2015-2018, the county averaged \$314.1 million in total agricultural income, generating county - and state-level impacts of \$411.1 million and \$684.4 million, respectively (Table 1).*

The Impact of Agribusiness SWISHER COUNTY 2021

Most of Swisher County's 890-square-mile is used for agricultural purposes, with 190,186 acres in permanent pasture and another 399,832 acres under cultivation. Crop production is an important part of the local economy, generating \$93.8 million in

average annual cash receipts from 2015-2018 (Table 1). While much of the crop acres are dryland, Swisher County's irrigated acres provide some flexibility with respect to types of commodities grown. Cotton remains the dominant crop with average annual sales of \$57.1 million, the 14th highest in the state. Corn, wheat, sorghum and ensilage are also important commodities, generating \$12.9 million, \$13.5 million, \$4.8 million and \$2.3 million in sales each year. Overall, Swisher ranks 5th in wheat receipts and 20th in ensilage receipts among the state's 254 counties.

Figure 1. Swisher County Crop and Livestock Receipts (2015-2018)

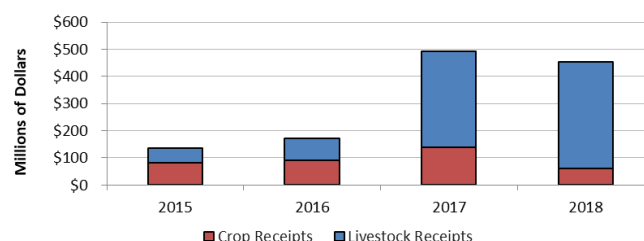


Table 1. Average Annual Agricultural Cash Receipts, Swisher County, 2015-2018.

	Value	State Rank	County Economic Impact*	State Economic Impact*
	(\$1,000,000)	(If Less than 25)	(\$1,000,000)	(\$1,000,000)
Crops:				
Corn	\$12.9		\$17.7	\$27.7
Wheat	\$13.5	5	\$18.7	\$29.1
Cotton	\$57.1	14	\$76.4	\$124.8
Sorghum	\$4.8		\$6.7	\$10.4
Ensilage	\$2.3	20	\$3.3	\$5.3
Hay	\$2.4		\$3.4	\$5.5
Other Crops	\$0.8		\$1.2	\$1.9
Total Crop Receipts	\$93.8		\$127.5	\$204.7
Livestock and Livestock Products:				
Fed Beef - Value Added	\$205.2	3	\$264.2	\$447.2
Cow-calf and Stockers	\$14.2		\$18.3	\$31.0
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.1		\$0.1	\$0.1
Total L & LP	\$219.5	13	\$282.6	\$478.3
Other Ag-Related	\$0.8		\$0.9	\$1.4
Total Agricultural Receipts**	\$314.1	17	\$411.1	\$684.4

*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.

Even though Swisher County has more than twice as many acres in cropland than in pasture land, livestock sales generate a much greater portion of total agricultural income, averaging \$219.5 million from 2015-2018 (Table 1). More than 90% (\$205.2 million) of total revenues come from value-added fed beef production, ranking Swisher County 3rd among all Texas counties. However, it should be noted that the big jump in livestock receipts between 2016 and 2017 (Figure 1) may have resulted from ownership changes within feed yards that changed how data was reported rather than an increase in cattle inventories. Cow-calf and stocker operations also contributed \$14.2 million each year. In total, yearly agricultural cash receipts from all sources averaged \$314.1 million from 2015-2018, making Swisher County the 17th highest agricultural income producing county in Texas (Table 1).



Table 2. Swisher County Ag-Related Employment		
	Number of	Annual Payroll
Private Sector	358	\$13.80
Farm and Ranch	708	\$18.81
Total	1,066	\$32.61

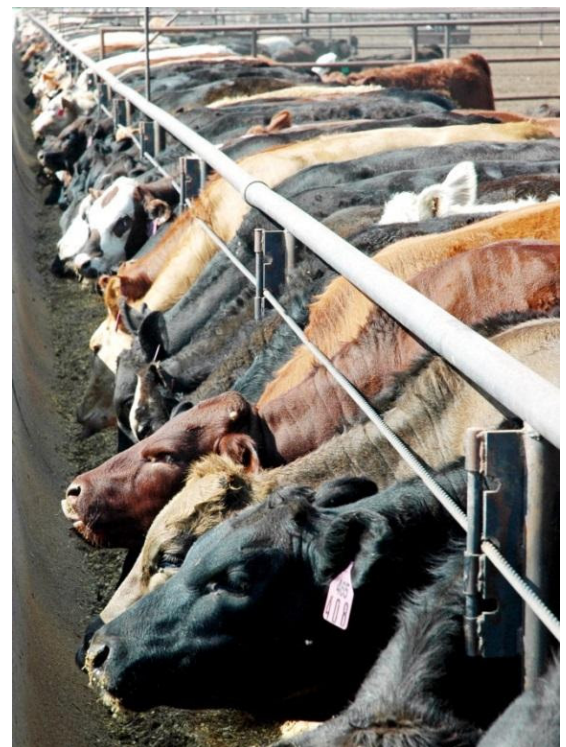
*Employment estimates do not include ag-related public sector/government employees

agricultural receipts is multiplied, resulting in a county-level economic impact of \$411.1 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$684.4 million (Table 1).

Local agribusinesses are another important income source for Swisher County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Swisher County agribusinesses employ 358 people with an associated payroll of \$13.8 million (Table 2). In addition, the county has many agricultural-related workers (708 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$18.81 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Swisher County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 565 farm and ranch owners/operators are not considered in this analysis due to incomplete data.

(AgEco-FS-25: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$314.1 million in direct



AT A GLANCE

- *Wheeler County ranked 19th in value added-fed beef production among 254 Texas counties (Table 1).*
- *Agricultural related payroll averaged \$31.46 million each year (Table 2).*
- *From 2015-2018, the county averaged \$57.2 million in total agricultural receipts, generating county - and state-level impacts of \$90.5 million and \$125.2 million, respectively (Table 1).*
- *This analysis does not include the impact of agriculturally related public sector employees, or the 551 farm and ranch operators in Wheeler County.*

The Impact of Agribusiness WHEELER COUNTY 2021

Most of Wheeler County's 915-square mile land area is used for agriculture, with around 401,111 acres in pasture and another 121,662 acres under cultivation. Crop production is an important part of the economy, generating

\$15.5 million in average annual cash receipts from 2015-2018 (Table 1). While many of the crops are dryland, limited irrigation provides flexibility with respect to types of commodities grown. Primary crops include corn, cotton, ensilage and hay with average annual sales of \$1.3 million, \$6.7 million, 1.7 million and \$5.3 million, respectively.

Figure 1. Wheeler County Crop and Livestock Receipts (2015-2018)

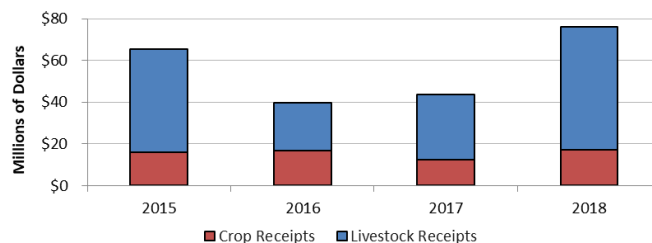


Table 1. Average Annual Agricultural Cash Receipts, Wheeler County, 2015-2018.

	Value (\$1,000,000)	State Rank (If Less than 25)	County Economic Impact* (\$1,000,000)	State Economic Impact* (\$1,000,000)
Crops:				
Corn	\$1.3		\$1.9	\$2.8
Wheat	\$0.3		\$0.5	\$0.7
Cotton	\$6.7		\$11.2	\$14.7
Sorghum	\$0.3		\$0.4	\$0.6
Ensilage	\$1.7		\$2.6	\$3.9
Hay	\$5.3		\$8.0	\$12.1
Other Crops	\$0.0		\$0.0	\$0.0
Total Crop Receipts	\$15.5		\$24.5	\$34.7
Livestock and Livestock Products:				
Fed Beef - Value Added	\$26.4	19	\$42.0	\$57.5
Cow-calf and Stockers	\$14.2		\$22.6	\$30.9
Hogs	\$0.0		\$0.0	\$0.0
Dairy	\$0.0		\$0.0	\$0.0
Other	\$0.0		\$0.0	\$0.0
Total L & LP	\$40.6		\$64.6	\$88.5
Other Ag-Related	\$1.0		\$1.4	\$2.0
Total Agricultural Receipts**	\$57.2		\$90.5	\$125.2

*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.

A large concentration of pasture acres support many land-intensive cattle enterprises. Even though falling prices negatively impacted 2015 and 2016 earnings (Figure 1), livestock sales generated an average of \$40.6 million in cash receipts from 2015-2018. Almost two-thirds (\$26.4 million) of total revenue came from its value-added fed cattle industry, ranking Wheeler County 19th among all Texas counties. Cow-calf and stocker operations contributed the remaining \$14.2 million each year. In total, yearly agricultural cash receipts from all agricultural sources averaged \$57.2 million from 2015-2018 (Table 1).



Table 2. Wheeler County Ag-Related Employment

	Number of	Annual Payroll
Private Sector	468	\$8.40
Farm and Ranch	868	\$23.06
Total	1,336	\$31.46

Benefits of agricultural production in this area go far beyond the farm and ranch level. For example, many production expenses are paid to local suppliers. Producers also spend part of their wages and profits in the county - eating at local restaurants and buying groceries, clothing, etc. In turn, employees of these businesses purchase supplies and spend wages at other local businesses. As money circulates through the economy, the original \$57.2

*Employment estimates do not include ag-related public sector/government employees million in direct agricultural receipts is multiplied, resulting in a county-level economic impact of \$90.5 million. This multiplier effect also extends beyond the local level. Some money earned by farmers and ranchers is used outside the trade area through vacations, shopping, etc. A substantial portion of this money is still spent in Texas, which leads to a state level impact of \$125.2 million (Table 1).

Local agribusinesses are another important income source for Wheeler County. These operations take many forms, including manufacturing, retail trade and food service, wholesale trade, agricultural services, and transportation. According to a 2018 Texas County Business Pattern publication, Wheeler County agribusinesses employ 468 people with an associated payroll of \$8.4 million (Table 2). In addition, the county has many agricultural-related workers (868 people) hired either full or part-time by local farms, ranches and confined livestock operations that earn approximately \$23.06 million annually (2017 Census of Agriculture). However, it should be noted that the overall economic impact of Wheeler County agriculture is likely underestimated. Financial contributions of public sector employees working in agriculture such as Texas A&M AgriLife personnel, USDA Farm Service Agency and Natural Resource Conservation Service workers, and approximately 551 farm and ranch owners/operators are not considered in this analysis due to incomplete data.



(AgEco-FS-26: Justin Benavidez, Ph.D., DeDe Jones and Kay Ledbetter, Amarillo; Rebekka Dudensing, Ph.D., College Station; and Bridget Guerrero, Ph.D., and McKinzie Crain, Canyon. Revised October 2021)