



An Economic Impact Analysis of Lake County Agriculture

Executive Summary

July 2014

Finding a Balance

A COST OF COMMUNITY
SERVICES STUDY FOR
MADISON VILLAGE AND
TOWNSHIP

LAKE COUNTY, OHIO
March 2008



Lake County Soil & Water
Conservation District

American Farmland Trust
SAVING THE LAND THAT SUSTAINS US

Cost of Community Services Study 2008

FRESH
JUICE
+
SUPPLIES
TODAY



THE NORTHEAST OHIO
GRAPE & WINE
ECONOMIC
IMPACT
STUDY

EXECUTIVE SUMMARY

November 2008

Northeast Ohio Grape & Wine Economic
Impact Study 2008



RESULTS OF
THE LAKE COUNTY
NURSERY INDUSTRY SURVEY



DECEMBER 2009

Lake County Nursery Industry Survey 2009

Economic Impact Analysis
of
The Crop and Livestock Industries in Lake County, Ohio
for the
Lake County Soil and Water Conservation District
February 2013

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Crop & Livestock Economic Impact
Analysis 2013

Introduction

Lake County Soil & Water Conservation District (SWCD) promotes the sustainability of Lake County's agricultural industries through education of local landowners, local officials and the citizenry. Lake County's unique soils, topography, geographic location and Lake Erie-driven climate support agricultural production that includes the heart of Ohio's wine industry, the nursery stock capital of the eastern United States and specialty fruit and vegetable operations.

With the support of The Cleveland Foundation, American Farmland Trust, Ohio State University Extension (OSUE), Ohio Wine Producers Association, Lake County Farm Bureau and the Lake County Development Council, Lake SWCD has undertaken a series of studies to assess the characteristics and economic impacts of the agricultural industries in Lake County between 2007 and 2013.

A Cost of Community Services Study for Madison Village and Township completed in March 2008 analyzed the true cost of land uses in Lake County. It demonstrated that agricultural lands have a net positive effect on local government budgets and that planning for the growth of a community should include a mix of commercial and industrial as well as farm and forested lands to help achieve fiscal balance.

Two economic impact studies were produced for the nursery and grape industries in the region, using producer surveys to collect data. *The Northeast Ohio Grape & Wine Economic Impact Study*, completed in November 2008 estimated the annual output of the industry as \$15 million with ripple effect impact of \$35.47 million to Northeast Ohioans' income. The *Results of the Lake County Nursery Industry Survey* completed in December 2009 estimated total annual sales of \$87.5 million.

The traditional agricultural producers and market growers were studied in 2012 with a mailed survey. Over 60 surveys were sent, but only 20 were received and of those, 4 respondents indicated that they no longer farmed. The intent was to interpret data from the producer surveys, but OSUE determined that an appropriate sample size was not obtained and the economic impact of the crop and livestock industries could not be adequately measured with survey data alone. As a result, IMPLAN, an economic input-output software model was used to estimate the economic impact of these industries. 2010 IMPLAN data was used, being the most recent data available at the time. *The Economic Impact Analysis of The Crop and Livestock Industries in Lake County Ohio for the Lake County Soil and Water Conservation District* was completed in February 2013. The crop industry was measured with 65 full-time equivalent jobs, an annual payroll of \$4.1 million and a total output of \$7,328,698. The livestock industry had 35 full-time equivalent jobs, an annual payroll of \$1 million, and a total output of \$4,013,569. The combined total output of the two industries is \$11.3 million.

The full version of each study referenced above may be accessed on the Lake County SWCD website at lakecountyohio.gov/soil.

In August 2013, the IMPLAN model was used to measure the total overall economic impact of all the of Lake County's agricultural industries combined. In the following study, *The Economic*

Impact Analysis of the Crop, Livestock, Viticulture, and Horticulture Industries in Lake County, Ohio for the Lake County Soil and Water Conservation District, the crop, animal/livestock, viticulture and horticulture sectors were run through IMPLAN to determine overall economic impact for all of Lake County’s agricultural industries **using the same units of measurement**.

When comparing the results of the separate studies, please note that when IMPLAN is run on one particular industry and then run on the combined industries, the data are not directly comparable due to different reactions of the variables with one another.

The codes used by the IMPLAN model are aligned to the North American Industry Classification System (NAICS) codes. NAICS codes were first used locally in the *Results of The Lake County Nursery Industry Survey* to put agricultural economic impacts into the traditional NAICS industrial format. NAICS codes provide appropriate economic multipliers to help ensure that the United States Census Bureau has access to accurate information. Using NAICS codes more clearly expresses the economic contribution agriculture provides to our local and state economies and enables local decision makers to more fairly evaluate the economic impact of Lake County’s agricultural industries in comparison to other business sectors.

A table that correlates IMPLAN and NAICS codes can be found on the web at https://implan.com/index.php?view=list&slug=implan-bridge-tables&option=com_docman&Itemid=1370.

The table below summarizes the combined economic impact of the crop, livestock, viticulture and horticulture industries in Lake County, Ohio using IMPLAN. The total value produced by Lake County agriculture is \$151.4 million.

Combined Agricultural Industries’ Economic Impact using IMPLAN

| Activity | Total Output | Employment | Labor Income | Total Value Added |
|------------------|----------------------|-------------------|---------------------|--------------------------|
| Crop Industry | \$3,318,767 | 31 | \$1,449,401 | \$1,743,463 |
| Animal Livestock | \$3,990,781 | 36 | \$714,862 | \$1,415,174 |
| Viticulture | \$7,956,401 | 214 | \$3,039,901 | \$3,399,509 |
| Horticulture | \$136,135,196 | 1,150 | \$93,361,999 | \$88,710,848 |
| Total | \$151,401,145 | 1,431 | \$98,566,163 | \$95,268,994 |

The goal of these economic impact studies is to accurately assess the impact of the agricultural industries in Lake County, so that we may educate the public and local officials and develop long-term programs to create the same interest and dedication to encouraging, fostering, and providing economic incentives to agriculture that are afforded other business sectors.

Beyond the direct economic contribution, a healthy and sustainable agricultural industry brings many additional benefits to the community such as maintaining community character and property values, protecting water quality, maintaining working open space (that contributes tax

revenue to the community) and providing habitat for wildlife- factors that contribute to the quality of life in Northeast Ohio.



THE OHIO STATE UNIVERSITY

**Economic Impact Analysis
Of
The Crop, Livestock, Viticulture, and
Horticulture Industries in Lake County, Ohio
for the
Lake County Soil and Water Conservation
District
August 2013**

An Executive Summary



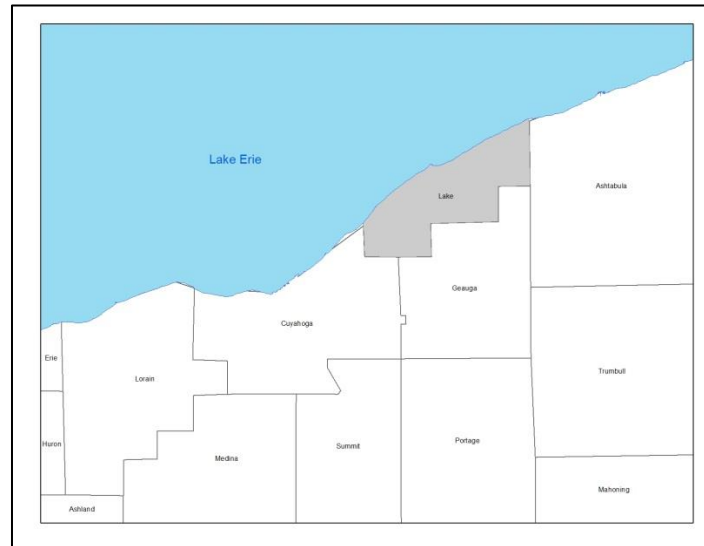
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Executive Summary

Lake County, situated in the northeast portion of the State of Ohio, and bounded by Lake Erie to the north had a population of 230,000 according to the 2010 census data. The County contains traditional rural and suburban areas with future residential development viewed as a potential constraint to future agricultural use. In fact, there are over 15,000 acres of farmland with 240 farms with the average farm size being 63 acres. The census data also indicate that the total cash receipt was \$49,750,000 with each farm receiving \$207,293.



Over the past six years, Ohio State University Extension and Lake County Soil and Water Conservation District (Lake SWCD) have partnered to learn more about the economic impact of agriculture in Lake County. Lake SWCD and the Ohio Wine Producers Association worked with Ohio State University Extension to conduct a survey gathering data from the grape and wine industry in 2008. The following year, a survey was conducted to ascertain data from the Nursery Sector. Lastly, in 2011, a survey was developed to learn about the economic impact of the Crop and Animal/Livestock Industry. Reports for the three surveys are available at the Lake County Soil and Water Conservation District Headquarters.

While it is necessary to gather data from locally developed surveys, it is also as important to use an economic input-output (I-O) model to measure overall economic impact.

IMPLAN Impact Model

This Executive Summary estimates the impact of the Lake County Crop, Animal/Livestock, Viticulture, and Horticulture Sectors in Lake County, Ohio using IMPLAN, an economic input-output modeling software designed to describe relationships among the various sectors in an economy and estimate the impacts of changes in those sectors. The model captures indirect and induced impacts that occur from direct investment using 2011 IMPLAN data (the most recent available). The analysis is based on the premise that sectors are linked; a change in one sector will create change in others. This summary analyzes the crop, animal/livestock, viticulture, and horticulture activities listed below that account for the total economic impact in Lake County, Ohio.

Summary Analysis of IMPLAN Data indicates the following:

- 1. An estimated 1,431 annual fulltime equivalent jobs and an estimated annual payroll of \$98,566,163 are supported by crop, animal/livestock, viticulture, and horticulture activities in Lake County.**
- 2. The estimated total Value Added to the Lake County economy from these industries is \$95,268,994.**
- 3. The estimated total Output to the Lake County economy from these industries is \$151,401,145.**

Table 1. Estimated Economic Contribution of the Crop and Animal Livestock, Viticulture, and Horticulture Industries in Lake County

| Activity | Total Output | Employment | Labor Income | Total Value Added |
|------------------|---------------------|-------------------|---------------------|--------------------------|
| Crop Industry | 3,318,767 | 31 | 1,449,401 | 1,743,463 |
| Animal Livestock | 3,990,781 | 36 | 714,862 | 1,415,174 |
| Viticulture | 7,956,401 | 214 | 3,039,901 | 3,399,509 |
| Horticulture | 136,135,196 | 1,150 | 93,361,999 | 88,710,848 |
| Total | 151,401,145 | 1,431 | 98,566,163 | 95,268,994 |

Using input/output modeling, we can estimate the extent to which the Lake County crop, livestock, viticulture, and horticulture industries contribute to other employment (measured in full-time equivalents), output, income (measured in dollars) and total value added.

Impact terms for purposes of this study are defined below:

- The direct effect is felt when dollars are spent for the operation of Crop, Livestock, Viticulture, and Horticulture industries in Lake County, Ohio.
- The indirect effect occurs as Ohio businesses provide goods and services used by the above industries in Lake County, and when these businesses, in turn, make additional purchases from Ohio businesses.
- The induced effect occurs as workers in the directly and indirectly affected industries receive income that they then use to purchase consumer goods and services from other businesses in Ohio.
- The total effect to operate the above industries in Lake County is the sum of the direct, indirect, and induced effects.

Tables 2-5 below illustrate the Crop Industry's economic activity (Output, Employment, Labor Income, and Total Value Added) and the top 10 sectors most impacted.

Table 2. Crop Industry Total Output

| Sector | Description | Total |
|--------|--|---------------------|
| 3 | Vegetable and melon farming | 983,991.63 |
| 10 | All other crop farming | 529,225.08 |
| 1 | Oilseed farming | 214,653.28 |
| 360 | Real estate establishments | 183,575.28 |
| 2 | Grain farming | 157,278.39 |
| 361 | Imputed rental activity for owner-occupied dwellings | 123,269.00 |
| 354 | Monetary authorities and depository credit intermediation activities | 102,139.17 |
| 130 | Fertilizer manufacturing | 74,822.85 |
| 31 | Electric power generation, transmission, and distribution | 59,762.15 |
| 138 | Soap and cleaning compound manufacturing | 59,269.79 |
| | Total | 3,318,767.21 |

Table 3. Crop Industry Total Employment

| Sector | Description | Total |
|--------|---|-----------|
| 3 | Vegetable and melon farming | 6 |
| 2 | Grain farming | 5 |
| 1 | Oilseed farming | 4 |
| 19 | Support activities for agriculture and forestry | 3. |
| 10 | All other crop farming | 2 |
| 360 | Real estate establishments | 2 |
| 413 | Food services and drinking places | 1 |
| 394 | Offices of physicians, dentists, and other health practitioners | 0.4 |
| 324 | Retail Stores - Food and beverage | 0.4 |
| 398 | Nursing and residential care facilities | 0.3 |
| | Total | 31 |

Table 4. Crop Industry Labor Income

| Sector | Description | Total |
|--------|---|---------------------|
| 3 | Vegetable and melon farming | 755,579.34 |
| 10 | All other crop farming | 225,325.86 |
| 1 | Oilseed farming | 51,923.22 |
| 394 | Offices of physicians, dentists, and other health practitioners | 31,074.37 |
| 2 | Grain farming | 30,940.86 |
| 319 | Wholesale trade businesses | 22,367.25 |
| 397 | Private hospitals | 17,610.02 |
| 413 | Food services and drinking places | 17,262.44 |
| 360 | Real estate establishments | 15,209.88 |
| 130 | Fertilizer manufacturing | 14,941.26 |
| | Total | 1,449,400.61 |

Table 5. Crop Industry Total Value Added

| Sector | Description | Total |
|--------|--|---------------------|
| 3 | Vegetable and melon farming | 584,912.86 |
| 10 | All other crop farming | 190,411.43 |
| 360 | Real estate establishments | 156,510.78 |
| 361 | Imputed rental activity for owner-occupied dwellings | 113,122.93 |
| 1 | Oilseed farming | 104,138.22 |
| 31 | Electric power generation, transmission, and distribution | 54,327.10 |
| 354 | Monetary authorities and depository credit intermediation activities | 43,501.39 |
| 319 | Wholesale trade businesses | 39,003.00 |
| 2 | Grain farming | 38,753.59 |
| 394 | Offices of physicians, dentists, and other health practitioners | 32,140.44 |
| | Total | 1,743,462.64 |

Tables 6-9 below illustrate the Animal/Livestock Industry's economic activity (Output, Employment, Labor Income, and Total Value Added) and the top 10 most impacted sectors.

Table 6. Livestock Industry Total Output

| Sector | Description | Total |
|--------|--|---------------------|
| 13 | Poultry and egg production | 1,684,114.37 |
| 12 | Dairy cattle and milk production | 773,035.62 |
| 14 | Animal production, except cattle and poultry and eggs | 400,385.15 |
| 11 | Cattle ranching and farming | 350,174.17 |
| 360 | Real estate establishments | 87,368.24 |
| 354 | Monetary authorities and depository credit intermediation activities | 58,085.50 |
| 361 | Imputed rental activity for owner-occupied dwellings | 58,045.73 |
| 319 | Wholesale trade businesses | 56,900.02 |
| 31 | Electric power generation, transmission, and distribution | 56,199.96 |
| 413 | Food services and drinking places | 29,466.67 |
| | Total | 3,990,781.11 |

Table 7. Livestock Industry Total Employment

| Sector | Description | Total |
|--------|--|-----------|
| 14 | Animal production, except cattle and poultry and eggs | 17 |
| 12 | Dairy cattle and milk production | 6 |
| 13 | Poultry and egg production | 3 |
| 11 | Cattle ranching and farming | 3 |
| 19 | Support activities for agriculture and forestry | 1 |
| 360 | Real estate establishments | 0.76 |
| 413 | Food services and drinking places | 0.58 |
| 319 | Wholesale trade businesses | 0.37 |
| 394 | Offices of physicians, dentists, and other health practitioners | 0.20 |
| 39 | Maintenance and repair construction of nonresidential structures | 0.19 |
| | Total | 36 |

Table 8. Livestock Industry Labor Income

| Sector | Description | Total |
|--------|---|-------------------|
| 13 | Poultry and egg production | 283,047.77 |
| 14 | Animal production, except cattle and poultry and eggs | 98,915.13 |
| 12 | Dairy cattle and milk production | 62,161.29 |
| 11 | Cattle ranching and farming | 37,401.89 |
| 319 | Wholesale trade businesses | 28,462.17 |
| 394 | Offices of physicians, dentists, and other health practitioners | 15,405.88 |
| 31 | Electric power generation, transmission, and distribution | 13,549.10 |
| 335 | Transport by truck | 9,967.41 |
| 413 | Food services and drinking places | 9,064.99 |
| 397 | Private hospitals | 8,789.53 |
| | Total | 714,861.70 |

Table 9. Livestock Industry Total Value Added

| Sector | Description | Total |
|--------|--|---------------------|
| 13 | Poultry and egg production | 343,886.05 |
| 12 | Dairy cattle and milk production | 310,443.26 |
| 14 | Animal production, except cattle and poultry and eggs | 215,650.65 |
| 360 | Real estate establishments | 74,487.55 |
| 11 | Cattle ranching and farming | 63,880.23 |
| 361 | Imputed rental activity for owner-occupied dwellings | 53,268.08 |
| 31 | Electric power generation, transmission, and distribution | 51,088.86 |
| 319 | Wholesale trade businesses | 49,631.05 |
| 354 | Monetary authorities and depository credit intermediation activities | 24,738.79 |
| 394 | Offices of physicians, dentists, and other health practitioners | 15,934.41 |
| | Total | 1,415,174.33 |

Tables 10-13 below illustrate the Viticulture Industry's economic activity (Output, Employment, Labor Income, and Total Value Added) and the top 10 most impacted sectors.

Table 10. Viticulture Total Output

| Sector | Description | Total |
|--------|--|---------------------|
| 4 | Fruit farming | 2,243,810.25 |
| 19 | Support activities for agriculture and forestry | 1,496,724.85 |
| 72 | Wineries | 934,599.06 |
| 130 | Fertilizer manufacturing | 462,606.71 |
| 361 | Imputed rental activity for owner-occupied dwellings | 256,684.49 |
| 138 | Soap and cleaning compound manufacturing | 167,629.26 |
| 360 | Real estate establishments | 163,873.71 |
| 354 | Monetary authorities and depository credit intermediation activities | 162,634.77 |
| 319 | Wholesale trade businesses | 148,919.36 |
| 126 | Other basic organic chemical manufacturing | 127,899.20 |
| | Total | 7,956,401.08 |

Table 11. Viticulture Employment

| Sector | Description | Total |
|--------|---|------------|
| 19 | Support activities for agriculture and forestry | 176 |
| 4 | Fruit farming | 12 |
| 72 | Wineries | 3 |
| 413 | Food services and drinking places | 2 |
| 360 | Real estate establishments | 1 |
| 319 | Wholesale trade businesses | 0.98 |
| 394 | Offices of physicians, dentists, and other health practitioners | 0.85 |
| 324 | Retail Stores - Food and beverage | 0.78 |
| 398 | Nursing and residential care facilities | 0.72 |
| 329 | Retail Stores - General merchandise | 0.71 |
| | Total | 214 |

Table 12. Viticulture Labor Income

| Sector | Description | Total |
|--------|---|---------------------|
| 4 | Fruit farming | 1,798,952.28 |
| 19 | Support activities for agriculture and forestry | 239,355.91 |
| 130 | Fertilizer manufacturing | 92,377.23 |
| 319 | Wholesale trade businesses | 74,491.50 |
| 394 | Offices of physicians, dentists, and other health practitioners | 65,227.07 |
| 369 | Architectural, engineering, and related services | 42,726.91 |
| 72 | Wineries | 38,237.34 |
| 397 | Private hospitals | 37,004.15 |
| 413 | Food services and drinking places | 36,838.88 |
| 31 | Electric power generation, transmission, and distribution | 27,979.94 |
| | Total | 3,039,901.21 |

Table 13. Viticulture Total Value Added

| Sector | Description | Total |
|--------|--|---------------------|
| 4 | Fruit farming | 1,380,321.27 |
| 361 | Imputed rental activity for owner-occupied dwellings | 235,557.20 |
| 19 | Support activities for agriculture and forestry | 147,607.89 |
| 360 | Real estate establishments | 139,713.82 |
| 319 | Wholesale trade businesses | 129,894.93 |
| 130 | Fertilizer manufacturing | 126,284.17 |
| 31 | Electric power generation, transmission, and distribution | 105,502.42 |
| 72 | Wineries | 104,187.84 |
| 354 | Monetary authorities and depository credit intermediation activities | 69,266.66 |
| 394 | Offices of physicians, dentists, and other health practitioners | 67,464.82 |
| | Total | 3,399,508.84 |

Tables 14-17 below illustrate the Horticulture Industry's activity (Output, Employment, Labor Income, Total Value Added) and the top 10 most impacted sectors impacted.

Table 14. Horticulture Total Output

| Sector | Description | Total |
|--------|--|-----------------------|
| 6 | Greenhouse, nursery, and floriculture production | 66,128,166.98 |
| 54 | Fruit and vegetable canning, pickling, and drying | 10,419,077.56 |
| 361 | Imputed rental activity for owner-occupied dwellings | 7,911,816.84 |
| 360 | Real estate establishments | 4,175,211.36 |
| 413 | Food services and drinking places | 3,487,109.26 |
| 394 | Offices of physicians, dentists, and other health practitioners | 3,363,811.00 |
| 354 | Monetary authorities and depository credit intermediation activities | 2,991,842.89 |
| 397 | Private hospitals | 2,432,599.85 |
| 319 | Wholesale trade businesses | 2,139,132.07 |
| 31 | Electric power generation, transmission, and distribution | 1,732,727.45 |
| | Total | 136,135,195.45 |

Table 15 Horticulture Total Employment

| Sector | Description | Total |
|--------|---|--------------|
| 6 | Greenhouse, nursery, and floriculture production | 539 |
| 413 | Food services and drinking places | 69 |
| 19 | Support activities for agriculture and forestry | 49 |
| 360 | Real estate establishments | 36 |
| 394 | Offices of physicians, dentists, and other health practitioners | 26 |
| 324 | Retail Stores - Food and beverage | 24 |
| 398 | Nursing and residential care facilities | 22 |
| 329 | Retail Stores - General merchandise | 22 |
| 397 | Private hospitals | 19 |
| 54 | Fruit and vegetable canning, pickling, and drying | 18 |
| | Total | 1,150 |

Table 16. Horticulture Labor Income

| Sector | Description | Total |
|--------|---|----------------------|
| 6 | Greenhouse, nursery, and floriculture production | 73,524,416.45 |
| 394 | Offices of physicians, dentists, and other health practitioners | 2,002,447.29 |
| 54 | Fruit and vegetable canning, pickling, and drying | 1,425,453.52 |
| 397 | Private hospitals | 1,135,405.54 |
| 413 | Food services and drinking places | 1,072,758.51 |
| 319 | Wholesale trade businesses | 1,070,023.16 |
| 398 | Nursing and residential care facilities | 700,263.64 |
| 320 | Retail Stores - Motor vehicle and parts | 638,193.20 |
| 324 | Retail Stores - Food and beverage | 603,809.60 |
| 355 | Nondepository credit intermediation and related activities | 531,319.29 |
| | Total | 93,361,999.09 |

Table 17. Horticulture Total Value Added

| Sector | Description | Total |
|--------|--|----------------------|
| 6 | Greenhouse, nursery, and floriculture production | 49,398,316.27 |
| 361 | Imputed rental activity for owner-occupied dwellings | 7,260,607.80 |
| 360 | Real estate establishments | 3,559,660.08 |
| 54 | Fruit and vegetable canning, pickling, and drying | 3,051,863.72 |
| 394 | Offices of physicians, dentists, and other health practitioners | 2,071,145.39 |
| 319 | Wholesale trade businesses | 1,865,858.21 |
| 413 | Food services and drinking places | 1,729,448.35 |
| 31 | Electric power generation, transmission, and distribution | 1,575,144.94 |
| 354 | Monetary authorities and depository credit intermediation activities | 1,274,235.24 |
| 397 | Private hospitals | 1,242,711.12 |
| | Total | 88,710,848.37 |

Conclusion

The Agricultural enterprises in Lake County, specifically the economic activities associated with horticulture, contribute jobs, income, and economic output to the Lake County and Ohio economies. The greatest contributions come from the various sectors that comprise the agricultural economy, in addition to support enterprises such as real estate, food services and wholesale businesses.

Appendix

The Glossary of terms below is adapted from the IMPLAN Glossary at http://implan.com/v3/index.php?option=com_glossary&Itemid=164

Full Time Equivalent Employment (FTE)

Full-time equivalent employment is the number of full-time equivalent jobs, as determined by total hours worked divided by average annual hours worked in fulltime jobs.

Labor Income

Labor Income IMPLAN is the total payroll cost of the employee paid by the employer in addition to proprietor (owner) income. This includes, wage and salary, all benefits (e.g., health, retirement, etc.) and employer- paid payroll taxes (e.g., employer side of social security, unemployment taxes, etc.).

Output

Output represents the value of industry production. In IMPLAN these are annual production estimates for the year of the data set and are in producer prices.

| | |
|----------------------------|---|
| Manufacturing | output = sales +/- change in inventory |
| Service Sector | output = sales |
| Retail and wholesale trade | output = gross margin (not gross sales) |

Total Value-added

Total value added is the contribution of each private industry and of government to the nation's output, or GDP. It represents total output of an industry or establishment (which consists of sales or receipts and other operating income, commodity taxes, and inventory change) less the cost of its intermediate inputs (which consist of energy, raw materials, semi-finished goods, and services that are purchased from domestic industries or from foreign sources).

List of all sectors impacted by the Crop, Livestock, Viticulture, and Horticulture Industry

| Lake County Total Output (\$) | | | | |
|---|---------------|-----------------|----------------|--------------|
| | Direct | Indirect | Induced | Total |
| Total Across All Sectors | 85,063,632 | 14,182,757 | 52,154,756 | 151,401,145 |
| Greenhouse, nursery, and floriculture production | 64,979,090 | 1,145,436 | 15,439 | 66,139,965 |
| Fruit and vegetable canning, pickling, and drying | 10,406,275 | 8,966 | 4,055 | 10,419,295 |
| Imputed rental activity for owner-occupied dwellings | 0 | 0 | 8,349,816 | 8,349,816 |
| Real estate establishments | 0 | 1,355,572 | 3,254,457 | 4,610,029 |
| Food services and drinking places | 0 | 155,981 | 3,536,456 | 3,692,438 |
| Offices of physicians, dentists, and other health practitioners | 0 | 3 | 3,551,459 | 3,551,463 |
| Monetary authorities and depository credit intermediation activities | 0 | 1,214,858 | 2,099,844 | 3,314,702 |
| Private hospitals | 0 | 3 | 2,568,439 | 2,568,442 |
| Wholesale trade businesses | 0 | 960,536 | 1,429,131 | 2,389,667 |
| Fruit farming | 2,225,157 | 70,525 | 13,209 | 2,308,891 |
| Electric power generation, transmission, and distribution | 0 | 898,685 | 1,066,062 | 1,964,747 |
| Support activities for agriculture and forestry | 1,448,608 | 502,707 | 1,183 | 1,952,497 |
| Poultry and egg production | 1,683,482 | 670 | 133 | 1,684,285 |
| Other state and local government enterprises | 0 | 300,480 | 1,222,643 | 1,523,123 |
| Securities, commodity contracts, investments, and related activities | 0 | 141,279 | 1,285,135 | 1,426,414 |
| Fertilizer manufacturing | 0 | 1,409,758 | 11,903 | 1,421,661 |
| Nursing and residential care facilities | 0 | 0 | 1,363,162 | 1,363,162 |
| Nondepository credit intermediation and related activities | 0 | 160,455 | 1,163,672 | 1,324,127 |
| Retail Stores - Motor vehicle and parts | 0 | 24,411 | 1,240,847 | 1,265,258 |
| Retail Stores - Food and beverage | 0 | 14,260 | 1,217,493 | 1,231,754 |
| Civic, social, professional, and similar organizations | 0 | 118,876 | 996,414 | 1,115,290 |
| Retail Stores - General merchandise | 0 | 12,485 | 1,073,230 | 1,085,715 |
| Vegetable and melon farming | 982,595 | 26,432 | 6,438 | 1,015,465 |
| Natural gas distribution | 0 | 717,713 | 265,043 | 982,756 |
| Medical and diagnostic labs and outpatient and other ambulatory care services | 0 | 109 | 955,956 | 956,064 |
| Wineries | 931,126 | 3,386 | 3,138 | 937,650 |
| Maintenance and repair construction of nonresidential structures | 0 | 543,381 | 305,985 | 849,366 |
| Soap and cleaning compound manufacturing | 0 | 731,724 | 81,034 | 812,758 |
| Dairy cattle and milk production | 772,909 | 1,441 | 82 | 774,432 |
| Other basic organic chemical manufacturing | 0 | 668,412 | 79,836 | 748,248 |
| Services to buildings and dwellings | 0 | 251,623 | 468,041 | 719,664 |
| Retail Stores - Health and personal care | 0 | 6,997 | 586,312 | 593,309 |
| Retail Stores - Clothing and clothing accessories | 0 | 6,206 | 578,169 | 584,375 |
| Telecommunications | 0 | 88,966 | 481,882 | 570,849 |
| Auto repair and maintenance, except car washes | 0 | 57,755 | 511,564 | 569,319 |

| | | | | |
|---|---------|---------|---------|---------|
| Legal services | 0 | 101,723 | 435,230 | 536,953 |
| All other crop farming | 528,967 | 4,793 | 215 | 533,975 |
| Retail Stores - Building material and garden supply | 0 | 13,667 | 487,359 | 501,026 |
| Soft drink and ice manufacturing | 0 | 55,671 | 425,572 | 481,243 |
| Retail Nonstores - Direct and electronic sales | 0 | 4,456 | 474,159 | 478,614 |
| Personal care services | 0 | 0 | 453,960 | 453,960 |
| Private elementary and secondary schools | 0 | 0 | 453,061 | 453,061 |
| Accounting, tax preparation, bookkeeping, and payroll services | 0 | 215,684 | 222,646 | 438,330 |
| Insurance carriers | 0 | 11,897 | 420,221 | 432,118 |
| Transport by truck | 0 | 265,590 | 161,377 | 426,967 |
| Retail Stores - Miscellaneous | 0 | 4,514 | 402,448 | 406,962 |
| Animal production, except cattle, poultry & eggs | 398,797 | 6,497 | 1,610 | 406,904 |
| Employment services | 0 | 55,593 | 341,744 | 397,337 |
| Architectural, engineering, and related services | 0 | 191,117 | 185,923 | 377,040 |
| Individual and family services | 0 | 0 | 374,460 | 374,460 |
| Grantmaking, giving, and social advocacy organizations | 0 | 25 | 359,344 | 359,370 |
| Cattle ranching and farming | 335,517 | 20,639 | 191 | 356,347 |
| Extraction of oil and natural gas | 0 | 230,566 | 117,147 | 347,713 |
| Retail Stores - Electronics and appliances | 0 | 3,785 | 331,871 | 335,657 |
| Retail Stores - Gasoline stations | 0 | 4,880 | 325,343 | 330,223 |
| Child day care services | 0 | 0 | 328,870 | 328,870 |
| Private junior colleges, colleges, universities, and professional schools | 0 | 36,847 | 291,840 | 328,688 |
| Retail Stores - Sporting goods, hobby, book and music | 0 | 2,879 | 263,763 | 266,642 |
| US Postal Service | 0 | 39,356 | 211,035 | 250,391 |
| Other private educational services | 0 | 1,282 | 247,220 | 248,503 |
| Periodical publishers | 0 | 45,279 | 191,593 | 236,872 |
| Home health care services | 0 | 0 | 232,692 | 232,692 |
| Retail Stores - Furniture and home furnishings | 0 | 2,128 | 226,288 | 228,417 |
| Management of companies and enterprises | 0 | 136,186 | 90,465 | 226,651 |
| Community food, housing, and other relief services, including rehabilitation services | 0 | 0 | 217,167 | 217,167 |
| Oilseed farming | 214,501 | 1,612 | 25 | 216,139 |
| Advertising and related services | 0 | 40,962 | 168,057 | 209,020 |
| Newspaper publishers | 0 | 25,332 | 183,629 | 208,961 |
| Religious organizations | 0 | 0 | 181,261 | 181,261 |
| Grain farming | 156,607 | 6,123 | 248 | 162,978 |
| Other personal services | 0 | 1,272 | 160,403 | 161,674 |
| Commercial and industrial machinery and equipment repair and maintenance | 0 | 79,006 | 70,965 | 149,971 |
| Veterinary services | 0 | 6,830 | 137,968 | 144,798 |
| Management, scientific, and technical consulting services | 0 | 19,436 | 120,703 | 140,139 |
| Dry-cleaning and laundry services | 0 | 8,694 | 126,202 | 134,896 |
| Amusement parks, arcades, gambling industries | 0 | 21 | 131,092 | 131,112 |

| | | | | |
|---|---|---------|---------|---------|
| Other amusement and recreation industries | 0 | 12,968 | 116,613 | 129,582 |
| Fitness and recreational sports centers | 0 | 3,573 | 124,376 | 127,948 |
| Warehousing and storage | 0 | 80,265 | 46,806 | 127,071 |
| Commercial and industrial machinery and equipment rental and leasing | 0 | 102,531 | 20,012 | 122,543 |
| Insurance agencies, brokerages, and related activities | 0 | 9,776 | 112,069 | 121,845 |
| Office administrative services | 0 | 15,756 | 101,378 | 117,134 |
| Maintenance and repair construction of residential structures | 0 | 3,176 | 109,487 | 112,663 |
| Spectator sports companies | 0 | 18,980 | 92,549 | 111,529 |
| Printing | 0 | 22,117 | 88,480 | 110,597 |
| Investigation and security services | 0 | 13,553 | 96,161 | 109,714 |
| Waste management and remediation services | 0 | 19,888 | 88,267 | 108,154 |
| Private household operations | 0 | 0 | 106,437 | 106,437 |
| General and consumer goods rental except video tapes and discs | 0 | 4,986 | 95,598 | 100,583 |
| Personal and household goods repair and maintenance | 0 | 10,712 | 83,796 | 94,508 |
| Travel arrangement and reservation services | 0 | 7,104 | 86,870 | 93,974 |
| Transit and ground passenger transportation | 0 | 4,413 | 86,839 | 91,252 |
| Computer systems design services | 0 | 38,557 | 51,326 | 89,883 |
| Museums, historical sites, zoos, and parks | 0 | 0 | 85,034 | 85,034 |
| Paperboard container manufacturing | 0 | 73,946 | 9,672 | 83,618 |
| Coated and laminated paper, packaging paper and plastics film manufacturing | 0 | 42,708 | 37,661 | 80,369 |
| Death care services | 0 | 0 | 77,058 | 77,058 |
| Business support services | 0 | 11,554 | 64,238 | 75,792 |
| Data processing, hosting, ISP, web search portals and related services | 0 | 5,914 | 69,765 | 75,679 |
| Other support services | 0 | 11,681 | 62,184 | 73,864 |
| Motion picture and video industries | 0 | 2,234 | 62,706 | 64,940 |
| Mining and quarrying stone | 0 | 42,692 | 12,745 | 55,438 |
| Scenic and sightseeing transportation and support activities for transportation | 0 | 15,607 | 38,952 | 54,560 |
| Scientific research and development services | 0 | 23,577 | 28,814 | 52,392 |
| Couriers and messengers | 0 | 8,943 | 43,213 | 52,156 |
| State and local government electric utilities | 0 | 22,818 | 29,184 | 52,002 |
| Automotive equipment rental and leasing | 0 | 9,515 | 36,164 | 45,679 |
| Other information services | 0 | 2,876 | 42,390 | 45,266 |
| Other computer related services, including facilities management | 0 | 20,356 | 22,165 | 42,521 |
| Lessors of nonfinancial intangible assets | 0 | 18,212 | 19,988 | 38,200 |
| Water, sewage and other treatment and delivery systems | 0 | 7,632 | 30,372 | 38,004 |
| Radio and television broadcasting | 0 | 6,445 | 30,691 | 37,136 |
| Promoters of performing arts, sports and agents for public figures | 0 | 1,262 | 35,534 | 36,797 |
| Electronic, precision equipment repair and maint | 0 | 8,177 | 27,663 | 35,840 |

| | | | | |
|---|---|--------|--------|--------|
| State and local government passenger transit | 0 | 1,551 | 30,525 | 32,076 |
| Custom computer programming services | 0 | 13,045 | 17,131 | 30,176 |
| Mining and quarrying other nonmetallic minerals | 0 | 26,988 | 2,743 | 29,731 |
| Other plastics product manufacturing | 0 | 22,918 | 6,181 | 29,098 |
| Other Federal Government enterprises | 0 | 2,670 | 24,305 | 26,976 |
| Photographic services | 0 | 1,352 | 24,155 | 25,508 |
| Video tape and disc rental | 0 | 0 | 24,348 | 24,348 |
| Industrial gas manufacturing | 0 | 6,469 | 15,875 | 22,344 |
| Transport by rail | 0 | 16,498 | 5,784 | 22,283 |
| Sign manufacturing | 0 | 4,162 | 16,984 | 21,146 |
| Car washes | 0 | 622 | 19,880 | 20,502 |
| Plastics material and resin manufacturing | 0 | 13,510 | 5,822 | 19,332 |
| Asphalt shingle and coating materials manufacturing | 0 | 7,345 | 11,855 | 19,201 |
| Hotels and motels, including casino hotels | 0 | 5,284 | 12,896 | 18,180 |
| Environmental and other technical consulting services | 0 | 2,389 | 14,731 | 17,120 |
| Broom, brush, and mop manufacturing | 0 | 4,456 | 12,064 | 16,520 |
| Plastics packaging materials and unlaminated film and sheet manufacturing | 0 | 11,622 | 4,292 | 15,914 |
| Specialized design services | 0 | 3,506 | 10,990 | 14,496 |
| All other chemical product and preparation manufacturing | 0 | 10,755 | 3,038 | 13,793 |
| All other miscellaneous professional, scientific, and technical services | 0 | 5,677 | 7,670 | 13,346 |
| All other converted paper product manufacturing | 0 | 4,266 | 8,314 | 12,580 |
| All other miscellaneous manufacturing | 0 | 971 | 11,538 | 12,509 |
| Ready-mix concrete manufacturing | 0 | 3,069 | 9,018 | 12,087 |
| Bowling centers | 0 | 14 | 11,129 | 11,143 |
| Lime and gypsum product manufacturing | 0 | 2,092 | 7,524 | 9,617 |
| Transport by air | 0 | 1,107 | 8,398 | 9,505 |
| Performing arts companies | 0 | 382 | 7,835 | 8,216 |
| Directory, mailing list, and other publishers | 0 | 1,538 | 6,457 | 7,994 |
| Metal can, box, and other metal container (light gauge) manufacturing | 0 | 7,756 | 89 | 7,846 |
| Electric lamp bulb and part manufacturing | 0 | 1,569 | 5,947 | 7,516 |
| Internet publishing and broadcasting | 0 | 906 | 5,928 | 6,834 |
| Cut stone and stone product manufacturing | 0 | 1,118 | 5,695 | 6,812 |
| Facilities support services | 0 | 1,082 | 4,987 | 6,069 |
| Surgical appliance and supplies manufacturing | 0 | 37 | 5,979 | 6,016 |
| Adhesive manufacturing | 0 | 2,872 | 2,417 | 5,289 |
| Independent artists, writers, and performers | 0 | 1,062 | 4,030 | 5,092 |
| Support activities for oil and gas operations | 0 | 3,350 | 1,712 | 5,062 |
| Animal (except poultry) slaughtering, rendering, and processing | 0 | 1,172 | 3,793 | 4,965 |
| Motor vehicle parts manufacturing | 0 | 2,229 | 2,726 | 4,955 |
| Machine shops | 0 | 3,416 | 1,290 | 4,706 |
| Forestry, forest products, timber production | 0 | 3,115 | 769 | 3,885 |
| Other fabricated metal manufacturing | 0 | 2,418 | 1,368 | 3,786 |

| | | | | |
|---|---|-------|-------|-------|
| Transport by pipeline | 0 | 2,078 | 1,565 | 3,643 |
| Nonupholstered wood household furniture manufacturing | 0 | 1 | 3,513 | 3,515 |
| Miscellaneous nonmetallic mineral product manufacturing | 0 | 821 | 2,371 | 3,192 |
| Plate work and fabricated structural product manufacturing | 0 | 1,589 | 1,366 | 2,955 |
| Steel product manufacturing from purchased steel | 0 | 1,060 | 1,531 | 2,591 |
| Musical instrument manufacturing | 0 | 34 | 2,501 | 2,535 |
| Clay and nonclay refractory manufacturing | 0 | 2,053 | 473 | 2,526 |
| Doll, toy, and game manufacturing | 0 | 1 | 2,275 | 2,276 |
| Polystyrene foam product manufacturing | 0 | 739 | 1,471 | 2,210 |
| Paint and coating manufacturing | 0 | 539 | 1,651 | 2,190 |
| Nonchocolate confectionery manufacturing | 0 | 724 | 1,439 | 2,163 |
| Electromedical and electrotherapeutic apparatus manufacturing | 0 | 0 | 2,121 | 2,121 |
| Urethane and other foam product (except polystyrene) manufacturing | 0 | 948 | 1,123 | 2,071 |
| Commercial hunting and trapping | 0 | 0 | 2,053 | 2,053 |
| Ball and roller bearing manufacturing | 0 | 630 | 1,361 | 1,991 |
| Handtool manufacturing | 0 | 1,796 | 171 | 1,967 |
| Printing ink manufacturing | 0 | 602 | 1,185 | 1,787 |
| Crown and closure manufacturing and metal stamping | 0 | 556 | 1,163 | 1,719 |
| Confectionery manufacturing from purchased chocolate | 0 | 670 | 862 | 1,532 |
| Asphalt paving mixture and block manufacturing | 0 | 573 | 923 | 1,496 |
| Abrasive product manufacturing | 0 | 412 | 1,052 | 1,465 |
| Ornamental and architectural metal products manufacturing | 0 | 405 | 1,052 | 1,457 |
| Bread and bakery product manufacturing | 0 | 9 | 1,389 | 1,397 |
| Software publishers | 0 | 569 | 799 | 1,368 |
| Material handling equipment manufacturing | 0 | 1,182 | 178 | 1,360 |
| Coating, engraving, heat treating and allied activities | 0 | 845 | 420 | 1,265 |
| Laminated plastics plate, sheet (except packaging), and shape manufacturing | 0 | 481 | 718 | 1,199 |
| Communication and energy wire and cable manufacturing | 0 | 308 | 871 | 1,179 |
| Power boiler and heat exchanger manufacturing | 0 | 396 | 726 | 1,122 |
| Unlaminated plastics profile shape manufacturing | 0 | 513 | 563 | 1,076 |

| Employment by Sector (FTEs) | | | | |
|---|---------------|-----------------|----------------|--------------|
| | Direct | Indirect | Induced | Total |
| Total Across All Sectors | 779 | 136 | 516 | 1431 |
| Greenhouse, nursery, and floriculture production | 530 | 9 | 0 | 539 |
| Support activities for agriculture and forestry | 170 | 59 | 0 | 230 |
| Food services and drinking places | 0 | 3 | 70 | 73 |
| Real estate establishments | 0 | 12 | 28 | 40 |
| Offices of physicians, dentists, and other health practitioners | 0 | 0 | 28 | 28 |
| Retail Stores - Food and beverage | 0 | 0 | 25 | 25 |
| Nursing and residential care facilities | 0 | 0 | 23 | 23 |
| Retail Stores - General merchandise | 0 | 0 | 23 | 23 |
| Private hospitals | 0 | 0 | 20 | 20 |
| Fruit and vegetable canning, pickling, and drying | 18 | 0 | 0 | 18 |
| Animal production, except cattle and poultry and eggs | 17 | 0 | 0 | 17 |
| Securities, commodity contracts, investments, and related activities | 0 | 2 | 14 | 16 |
| Wholesale trade businesses | 0 | 6 | 9 | 16 |
| Civic, social, professional, and similar organizations | 0 | 2 | 13 | 15 |
| Retail Stores - Motor vehicle and parts | 0 | 0 | 13 | 14 |
| Fruit farming | 12 | 0 | 0 | 13 |
| Individual and family services | 0 | 0 | 12 | 12 |
| Services to buildings and dwellings | 0 | 4 | 8 | 12 |
| Employment services | 0 | 2 | 10 | 12 |
| Retail Stores - Clothing and clothing accessories | 0 | 0 | 11 | 11 |
| Nondepository credit intermediation and related activities | 0 | 1 | 10 | 11 |
| Private elementary and secondary schools | 0 | 0 | 11 | 11 |
| Retail Stores - Miscellaneous | 0 | 0 | 10 | 10 |
| Monetary authorities and depository credit intermediation activities | 0 | 4 | 6 | 10 |
| Retail Nonstores - Direct and electronic sales | 0 | 0 | 9 | 9 |
| Retail Stores - Health and personal care | 0 | 0 | 8 | 9 |
| Personal care services | 0 | 0 | 8 | 8 |
| Child day care services | 0 | 0 | 8 | 8 |
| Medical and diagnostic labs and outpatient and other ambulatory care services | 0 | 0 | 7 | 7 |
| Maintenance and repair construction of nonresidential structures | 0 | 5 | 3 | 7 |
| Retail Stores - Building material and garden supply | 0 | 0 | 6 | 7 |
| Retail Stores - Sporting goods, hobby, book and music | 0 | 0 | 6 | 6 |
| Dairy cattle and milk production | 6 | 0 | 0 | 6 |
| Private household operations | 0 | 0 | 6 | 6 |
| Automotive repair and maintenance, except car washes | 0 | 1 | 5 | 6 |
| Vegetable and melon farming | 6 | 0 | 0 | 6 |
| Other state and local government enterprises | 0 | 1 | 4 | 5 |
| Retail Stores - Gasoline stations | 0 | 0 | 5 | 5 |
| Grain farming | 5 | 0 | 0 | 5 |
| Community food, housing, and other relief services, including rehabilitation services | 0 | 0 | 5 | 5 |
| Other private educational services | 0 | 0 | 5 | 5 |

| | | | | |
|---|---|---|---|---|
| Accounting, tax preparation, bookkeeping, and payroll services | 0 | 2 | 2 | 4 |
| Oilseed farming | 4 | 0 | 0 | 4 |
| Legal services | 0 | 1 | 3 | 4 |
| Home health care services | 0 | 0 | 4 | 4 |
| Retail Stores - Electronics and appliances | 0 | 0 | 4 | 4 |
| Private junior colleges, colleges, universities, and professional schools | 0 | 0 | 3 | 4 |
| Grantmaking, giving, and social advocacy organizations | 0 | 0 | 4 | 4 |
| Extraction of oil and natural gas | 0 | 2 | 1 | 4 |
| Electric power generation, transmission, and distribution | 0 | 2 | 2 | 4 |
| Fitness and recreational sports centers | 0 | 0 | 4 | 4 |
| Transport by truck | 0 | 2 | 1 | 3 |
| Architectural, engineering, and related services | 0 | 2 | 2 | 3 |
| Spectator sports companies | 0 | 1 | 3 | 3 |
| Investigation and security services | 0 | 0 | 3 | 3 |
| Poultry and egg production | 3 | 0 | 0 | 3 |
| Retail Stores - Furniture and home furnishings | 0 | 0 | 3 | 3 |
| Other amusement and recreation industries | 0 | 0 | 2 | 3 |
| Transit and ground passenger transportation | 0 | 0 | 3 | 3 |
| Wineries | 3 | 0 | 0 | 3 |
| Cattle ranching and farming | 2 | 0 | 0 | 3 |
| US Postal Service | 0 | 0 | 2 | 2 |
| Advertising and related services | 0 | 0 | 2 | 2 |
| Amusement parks, arcades, and gambling industries | 0 | 0 | 2 | 2 |
| Dry-cleaning and laundry services | 0 | 0 | 2 | 2 |
| Veterinary services | 0 | 0 | 2 | 2 |
| All other crop farming | 2 | 0 | 0 | 2 |
| Maintenance and repair construction of residential structures | 0 | 0 | 2 | 2 |
| Commercial and industrial machinery and equipment repair and maintenance | 0 | 1 | 1 | 2 |
| Computer systems design services | 0 | 1 | 1 | 1 |
| Newspaper publishers | 0 | 0 | 1 | 1 |
| Other personal services | 0 | 0 | 1 | 1 |
| Telecommunications | 0 | 0 | 1 | 1 |
| Insurance carriers | 0 | 0 | 1 | 1 |
| Management, scientific, and technical consulting services | 0 | 0 | 1 | 1 |
| Religious organizations | 0 | 0 | 1 | 1 |
| Warehousing and storage | 0 | 1 | 0 | 1 |
| Business support services | 0 | 0 | 1 | 1 |
| Death care services | 0 | 0 | 1 | 1 |
| Office administrative services | 0 | 0 | 1 | 1 |
| Management of companies and enterprises | 0 | 1 | 0 | 1 |
| Insurance agencies, brokerages, and related activities | 0 | 0 | 1 | 1 |
| Natural gas distribution | 0 | 1 | 0 | 1 |
| Fertilizer manufacturing | 0 | 1 | 0 | 1 |
| General and consumer goods rental except video tapes & discs | 0 | 0 | 1 | 1 |
| Promoters of performing arts, sports and agents for public figures | 0 | 0 | 1 | 1 |
| Museums, historical sites, zoos, and parks | 0 | 0 | 1 | 1 |

| | | | | |
|---|---|---|---|---|
| Periodical publishers | 0 | 0 | 1 | 1 |
| Travel arrangement and reservation services | 0 | 0 | 1 | 1 |
| Couriers and messengers | 0 | 0 | 1 | 1 |
| Other support services | 0 | 0 | 1 | 1 |
| Printing | 0 | 0 | 1 | 1 |
| Car washes | 0 | 0 | 1 | 1 |
| Soft drink and ice manufacturing | 0 | 0 | 1 | 1 |
| Motion picture and video industries | 0 | 0 | 1 | 1 |
| Soap and cleaning compound manufacturing | 0 | 1 | 0 | 1 |
| Personal and household goods repair and maintenance | 0 | 0 | 1 | 1 |
| Scenic and sightseeing transportation and support activities for transportation | 0 | 0 | 0 | 1 |
| Other basic organic chemical manufacturing | 0 | 0 | 0 | 1 |
| Data processing, hosting, ISP, web search portals and related services | 0 | 0 | 0 | 1 |
| State and local government passenger transit | 0 | 0 | 1 | 1 |
| Performing arts companies | 0 | 0 | 1 | 1 |
| Waste management and remediation services | 0 | 0 | 0 | 1 |



| Labor Income (\$) | | | | |
|---|---------------|-----------------|----------------|--------------|
| | Direct | Indirect | Induced | Total |
| Total Across All Sectors | 77,266,144 | 4,596,303 | 16,703,715 | 98,566,163 |
| Greenhouse, nursery, and floriculture production | 72,246,819 | 1,273,549 | 17,166 | 73,537,534 |
| Offices of physicians, dentists, and other health practitioners | - | 2 | 2,114,153 | 2,114,155 |
| Fruit farming | 1,783,997 | 56,543 | 10,590 | 1,851,130 |
| Fruit and vegetable canning, pickling, and drying | 1,423,702 | 1,227 | 555 | 1,425,483 |
| Private hospitals | - | 1 | 1,198,808 | 1,198,809 |
| Wholesale trade businesses | - | 480,473 | 714,871 | 1,195,344 |
| Food services and drinking places | - | 47,985 | 1,087,939 | 1,135,925 |
| Vegetable and melon farming | 754,507 | 20,296 | 4,944 | 779,747 |
| Nursing and residential care facilities | - | - | 739,269 | 739,269 |
| Retail Stores - Motor vehicle and parts | - | 13,012 | 661,425 | 674,437 |
| Retail Stores - Food and beverage | - | 7,384 | 630,395 | 637,778 |
| Nondepository credit intermediation and related activities | - | 69,468 | 503,803 | 573,271 |
| Retail Stores - General merchandise | - | 6,162 | 529,692 | 535,854 |
| Electric power generation, transmission, and distribution | - | 216,662 | 257,014 | 473,676 |
| Monetary authorities and depository credit intermediation activities | - | 157,031 | 271,423 | 428,454 |
| Medical and diagnostic labs and outpatient and other ambulatory care services | - | 48 | 419,682 | 419,729 |
| Civic, social, professional, and similar organizations | - | 41,643 | 349,048 | 390,691 |
| Real estate establishments | - | 112,314 | 269,644 | 381,958 |
| Other state and local government enterprises | - | 74,144 | 301,688 | 375,832 |
| Support activities for agriculture and forestry | 231,661 | 80,393 | 189 | 312,243 |
| Maintenance and repair construction of nonresidential structures | - | 197,409 | 111,164 | 308,573 |
| Automotive repair and maintenance, except car washes | - | 30,702 | 271,947 | 302,650 |
| Retail Stores - Health and personal care | - | 3,561 | 298,365 | 301,925 |
| Employment services | - | 40,749 | 250,493 | 291,242 |
| Fertilizer manufacturing | - | 281,512 | 2,377 | 283,889 |
| Poultry and egg production | 282,942 | 113 | 22 | 283,076 |
| Private elementary and secondary schools | - | - | 269,902 | 269,902 |
| Services to buildings and dwellings | - | 92,191 | 171,484 | 263,675 |
| Retail Stores - Building material and garden supply | - | 6,953 | 247,934 | 254,887 |
| Legal services | - | 46,915 | 200,728 | 247,643 |
| Personal care services | - | 0 | 235,875 | 235,875 |
| Individual and family services | - | - | 229,683 | 229,683 |
| All other crop farming | 225,216 | 2,041 | 91 | 227,348 |
| US Postal Service | - | 34,178 | 183,271 | 217,450 |
| Accounting, tax preparation, bookkeeping, and payroll services | - | 104,760 | 108,142 | 212,902 |
| Architectural, engineering, and related services | - | 104,603 | 101,760 | 206,363 |
| Retail Stores - Clothing and clothing accessories | - | 2,096 | 195,235 | 197,331 |

| | | | | |
|---|--------|---------|---------|---------|
| Transport by truck | - | 114,142 | 69,355 | 183,497 |
| Retail Stores - Miscellaneous | - | 1,865 | 166,235 | 168,100 |
| Child day care services | - | - | 164,864 | 164,864 |
| Home health care services | - | - | 160,730 | 160,730 |
| Grantmaking, giving, and social advocacy organizations | - | 10 | 148,516 | 148,527 |
| Private junior colleges, colleges, universities, and professional schools | - | 15,171 | 120,155 | 135,325 |
| Other basic organic chemical manufacturing | - | 120,344 | 14,374 | 134,718 |
| Retail Stores - Gasoline stations | - | 1,972 | 131,492 | 133,465 |
| Retail Nonstores - Direct and electronic sales | - | 1,234 | 131,336 | 132,571 |
| Retail Stores - Electronics and appliances | - | 1,488 | 130,455 | 131,943 |
| Community food, housing, and other relief services, including rehabilitation services | - | 0 | 130,899 | 130,899 |
| Natural gas distribution | - | 90,452 | 33,403 | 123,854 |
| Other private educational services | - | 636 | 122,592 | 123,227 |
| Management of companies and enterprises | - | 72,963 | 48,468 | 121,431 |
| Retail Stores - Sporting goods, hobby, book and music | - | 1,251 | 114,663 | 115,915 |
| Dry-cleaning and laundry services | - | 6,916 | 100,397 | 107,313 |
| Private household operations | - | - | 102,644 | 102,644 |
| Animal production, except cattle, poultry and eggs | 98,523 | 1,605 | 398 | 100,526 |
| Commercial and industrial machinery and equipment repair and maintenance | - | 51,662 | 46,403 | 98,065 |
| Soap and cleaning compound manufacturing | - | 87,237 | 9,661 | 96,898 |
| Retail Stores - Furniture and home furnishings | - | 856 | 91,056 | 91,913 |
| Veterinary services | - | 4,312 | 87,107 | 91,419 |
| Computer systems design services | - | 38,481 | 51,226 | 89,707 |
| Advertising and related services | - | 17,426 | 71,492 | 88,918 |
| Newspaper publishers | - | 10,744 | 77,883 | 88,627 |
| Management, scientific, and technical consulting services | - | 10,998 | 68,300 | 79,298 |
| Telecommunications | - | 11,571 | 62,674 | 74,245 |
| Insurance carriers | - | 1,972 | 69,661 | 71,633 |
| Office administrative services | - | 9,121 | 58,688 | 67,809 |
| Securities, commodity contracts, investments, and related activities | - | 6,606 | 60,087 | 66,693 |
| Investigation and security services | - | 8,173 | 57,987 | 66,160 |
| Insurance agencies, brokerages, and related activities | - | 5,112 | 58,600 | 63,712 |
| Dairy cattle and milk production | 62,151 | 116 | 7 | 62,274 |
| Warehousing and storage | - | 38,852 | 22,656 | 61,508 |
| Periodical publishers | - | 11,592 | 49,049 | 60,641 |
| Death care services | - | - | 54,037 | 54,037 |
| Oilseed farming | 51,886 | 390 | 6 | 52,283 |
| Business support services | - | 7,404 | 41,167 | 48,571 |
| General and consumer goods rental except video tapes and discs | - | 2,302 | 44,144 | 46,446 |
| Fitness and recreational sports centers | - | 1,235 | 42,988 | 44,222 |

| | | | | |
|---|--------|--------|--------|--------|
| Maintenance and repair of residential structures | - | 1,236 | 42,620 | 43,856 |
| Waste management and remediation services | - | 7,903 | 35,074 | 42,977 |
| Transit and ground passenger transportation | - | 2,064 | 40,624 | 42,689 |
| Religious organizations | - | - | 40,891 | 40,891 |
| Other amusement and recreation industries | - | 4,010 | 36,060 | 40,070 |
| Soft drink and ice manufacturing | - | 4,594 | 35,117 | 39,710 |
| Wineries | 38,095 | 139 | 128 | 38,362 |
| Amusement parks, arcades, and gambling industries | - | 6 | 38,082 | 38,088 |
| Cattle ranching and farming | 35,836 | 2,204 | 20 | 38,061 |
| Commercial and industrial machinery and equipment rental and leasing | - | 29,764 | 5,809 | 35,573 |
| Extraction of oil and natural gas | - | 22,956 | 11,664 | 34,620 |
| Printing | - | 6,565 | 26,264 | 32,829 |
| Grain farming | 30,809 | 1,204 | 49 | 32,062 |
| Other personal services | - | 236 | 29,807 | 30,043 |
| Spectator sports companies | - | 4,972 | 24,243 | 29,214 |
| Travel arrangement and reservation services | - | 2,181 | 26,669 | 28,849 |
| Scenic and sightseeing transportation and support activities for transportation | - | 7,790 | 19,441 | 27,231 |
| Personal and household goods repair and maintenance | - | 2,995 | 23,429 | 26,424 |
| State and local government passenger transit | - | 1,241 | 24,412 | 25,652 |
| Scientific research and development services | - | 11,110 | 13,577 | 24,687 |
| Other support services | - | 3,813 | 20,299 | 24,112 |
| Paperboard container manufacturing | - | 17,097 | 2,236 | 19,333 |
| Custom computer programming services | - | 8,330 | 10,940 | 19,270 |
| Coated and laminated paper, packaging paper and plastics film manufacturing | - | 9,827 | 8,665 | 18,492 |
| Electronic and precision equipment repair and maintenance | - | 3,657 | 12,371 | 16,028 |
| Museums, historical sites, zoos, and parks | - | - | 15,003 | 15,003 |
| Couriers and messengers | - | 2,569 | 12,414 | 14,983 |
| Water, sewage and other treatment and delivery systems | - | 2,995 | 11,919 | 14,914 |
| State and local government electric utilities | - | 6,123 | 7,832 | 13,955 |
| Other computer related services, including facilities management | - | 6,190 | 6,740 | 12,929 |
| Environmental and other technical consulting services | - | 1,586 | 9,780 | 11,366 |
| Other information services | - | 722 | 10,637 | 11,359 |
| Motion picture and video industries | - | 358 | 10,041 | 10,399 |
| Mining and quarrying other nonmetallic minerals | - | 9,377 | 953 | 10,330 |
| Sign manufacturing | - | 2,031 | 8,290 | 10,321 |

| Total Value Added (\$) | | | | |
|---|---------------|-----------------|----------------|--------------|
| | Direct | Indirect | Induced | Total |
| Total Across All Sectors | 55,050,774 | 7,506,253 | 32,711,968 | 95,268,994 |
| Greenhouse, nursery, and floriculture production | 48,539,946 | 855,650 | 11,533 | 49,407,130 |
| Imputed rental activity for owner-occupied dwellings | 0 | 0 | 7,662,556 | 7,662,556 |
| Real estate establishments | 0 | 1,155,720 | 2,774,652 | 3,930,372 |
| Fruit and vegetable canning, pickling, and drying | 3,048,114 | 2,626 | 1,188 | 3,051,927 |
| Offices of physicians, dentists, and other health practitioners | 0 | 2 | 2,186,683 | 2,186,685 |
| Wholesale trade businesses | 0 | 837,828 | 1,246,559 | 2,084,387 |
| Food services and drinking places | 0 | 77,360 | 1,753,922 | 1,831,282 |
| Electric power generation, transmission, and distribution | 0 | 816,954 | 969,109 | 1,786,063 |
| Fruit farming | 1,368,846 | 43,385 | 8,126 | 1,420,357 |
| Monetary authorities and depository credit intermediation activities | 0 | 517,412 | 894,330 | 1,411,742 |
| Private hospitals | 0 | 2 | 1,312,105 | 1,312,107 |
| Retail Stores - Food and beverage | 0 | 10,770 | 919,464 | 930,233 |
| Retail Stores - General merchandise | 0 | 9,816 | 843,746 | 853,561 |
| Nursing and residential care facilities | 0 | 0 | 851,153 | 851,153 |
| Retail Stores - Motor vehicle and parts | 0 | 14,404 | 732,152 | 746,555 |
| Nondepository credit intermediation and related activities | 0 | 79,092 | 573,601 | 652,693 |
| Vegetable and melon farming | 584,083 | 15,712 | 3,827 | 603,622 |
| Medical and diagnostic labs and outpatient and other ambulatory care services | 0 | 58 | 511,704 | 511,762 |
| Retail Stores - Health and personal care | 0 | 4,802 | 402,399 | 407,201 |
| Legal services | 0 | 76,416 | 326,952 | 403,368 |
| Civic, social, professional, and similar organizations | 0 | 41,530 | 348,103 | 389,633 |
| Fertilizer manufacturing | 0 | 384,841 | 3,249 | 388,091 |
| Maintenance and repair construction of nonresidential structures | 0 | 238,190 | 134,128 | 372,319 |
| Retail Stores - Building material and garden supply | 0 | 9,813 | 349,921 | 359,733 |
| Services to buildings and dwellings | 0 | 124,251 | 231,118 | 355,369 |
| Natural gas distribution | 0 | 254,816 | 94,101 | 348,916 |
| Poultry and egg production | 343,757 | 137 | 27 | 343,921 |
| Automotive repair and maintenance, except car washes | 0 | 34,842 | 308,616 | 343,458 |
| Telecommunications | 0 | 50,133 | 271,543 | 321,676 |
| Employment services | 0 | 44,189 | 271,640 | 315,829 |
| Retail Stores - Clothing and clothing accessories | 0 | 3,327 | 309,933 | 313,260 |
| Dairy cattle and milk production | 310,392 | 579 | 33 | 311,004 |
| Accounting, tax preparation, bookkeeping, and payroll services | 0 | 147,591 | 152,355 | 299,947 |
| Other state and local government enterprises | 0 | 57,510 | 234,006 | 291,516 |
| Retail Nonstores - Direct and electronic sales | 0 | 2,574 | 273,875 | 276,449 |
| Insurance carriers | 0 | 7,356 | 259,827 | 267,183 |
| Retail Stores - Miscellaneous | 0 | 2,959 | 263,761 | 266,720 |

| | | | | |
|---|---------|---------|---------|---------|
| Soap and cleaning compound manufacturing | 0 | 235,434 | 26,073 | 261,506 |
| Personal care services | 0 | 0 | 252,657 | 252,657 |
| Retail Stores - Gasoline stations | 0 | 3,484 | 232,270 | 235,754 |
| Transport by truck | 0 | 139,047 | 84,488 | 223,535 |
| Animal production, except cattle, poultry and eggs | 214,795 | 3,500 | 867 | 219,162 |
| Individual and family services | 0 | 0 | 214,197 | 214,197 |
| US Postal Service | 0 | 33,449 | 179,359 | 212,808 |
| Architectural, engineering, and related services | 0 | 106,475 | 103,581 | 210,057 |
| Child day care services | 0 | 0 | 204,129 | 204,129 |
| Support activities for agriculture and forestry | 142,863 | 49,577 | 117 | 192,556 |
| All other crop farming | 190,319 | 1,725 | 77 | 192,121 |
| Private elementary and secondary schools | 0 | 0 | 184,294 | 184,294 |
| Retail Stores - Electronics and appliances | 0 | 2,071 | 181,575 | 183,646 |
| Extraction of oil and natural gas | 0 | 119,576 | 60,755 | 180,331 |
| Retail Stores - Sporting goods, hobby, book and music | 0 | 1,912 | 175,153 | 177,064 |
| Other basic organic chemical manufacturing | 0 | 153,782 | 18,368 | 172,150 |
| Home health care services | 0 | 0 | 163,350 | 163,350 |
| Retail Stores - Furniture and home furnishings | 0 | 1,415 | 150,489 | 151,905 |
| Advertising and related services | 0 | 29,693 | 121,824 | 151,517 |
| Grantmaking, giving, and social advocacy organizations | 0 | 10 | 142,295 | 142,305 |
| Private junior colleges, colleges, universities, and professional schools | 0 | 15,649 | 123,941 | 139,590 |
| Management of companies and enterprises | 0 | 83,788 | 55,659 | 139,447 |
| Community food, housing, and other relief services, including rehabilitation services | 0 | 0 | 126,122 | 126,122 |
| Other private educational services | 0 | 623 | 120,212 | 120,835 |
| Commercial and industrial machinery and equipment repair and maintenance | 0 | 62,861 | 56,462 | 119,323 |
| Newspaper publishers | 0 | 13,962 | 101,209 | 115,171 |
| Dry-cleaning and laundry services | 0 | 7,040 | 102,194 | 109,234 |
| Oilseed farming | 104,064 | 782 | 12 | 104,859 |
| Wineries | 103,801 | 378 | 350 | 104,528 |
| Private household operations | 0 | 0 | 102,644 | 102,644 |
| Veterinary services | 0 | 4,324 | 87,353 | 91,677 |
| Securities, commodity contracts, investments, and related activities | 0 | 8,646 | 78,649 | 87,295 |
| Periodical publishers | 0 | 16,210 | 68,590 | 84,799 |
| Management, scientific, and technical consulting services | 0 | 11,680 | 72,540 | 84,221 |
| Insurance agencies, brokerages, and related activities | 0 | 6,322 | 72,476 | 78,798 |
| Warehousing and storage | 0 | 48,932 | 28,534 | 77,466 |
| Amusement parks, arcades, and gambling industries | 0 | 12 | 75,178 | 75,190 |
| Other amusement and recreation industries | 0 | 7,494 | 67,385 | 74,879 |
| Waste management and remediation services | 0 | 12,989 | 57,651 | 70,640 |
| Investigation and security services | 0 | 8,362 | 59,327 | 67,689 |

| | | | | |
|---|--------|--------|--------|--------|
| Transit and ground passenger transportation | 0 | 3,237 | 63,688 | 66,924 |
| Commercial and industrial machinery and equipment rental and leasing | 0 | 55,911 | 10,913 | 66,824 |
| Fitness and recreational sports centers | 0 | 1,866 | 64,952 | 66,818 |
| Cattle ranching and farming | 61,206 | 3,765 | 35 | 65,006 |
| Office administrative services | 0 | 8,376 | 53,892 | 62,268 |
| General and consumer goods rental except video tapes and discs | 0 | 2,821 | 54,091 | 56,912 |
| Maintenance and repair construction of residential structures | 0 | 1,567 | 54,001 | 55,567 |
| Soft drink and ice manufacturing | 0 | 6,408 | 48,984 | 55,392 |
| Data processing, hosting, ISP, web search portals and related services | 0 | 4,111 | 48,494 | 52,605 |
| Travel arrangement and reservation services | 0 | 3,921 | 47,948 | 51,869 |
| Business support services | 0 | 7,340 | 40,810 | 48,149 |
| Death care services | 0 | 0 | 48,045 | 48,045 |
| Religious organizations | 0 | 0 | 44,198 | 44,198 |
| Other support services | 0 | 6,774 | 36,062 | 42,836 |
| Printing | 0 | 8,161 | 32,648 | 40,809 |
| Museums, historical sites, zoos, and parks | 0 | 0 | 40,528 | 40,528 |
| Grain farming | 38,588 | 1,509 | 61 | 40,158 |
| Other personal services | 0 | 300 | 37,826 | 38,126 |
| Couriers and messengers | 0 | 6,260 | 30,246 | 36,506 |
| Mining and quarrying stone | 0 | 27,732 | 8,279 | 36,011 |
| Computer systems design services | 0 | 15,285 | 20,348 | 35,633 |
| Other information services | 0 | 2,215 | 32,642 | 34,856 |
| Personal and household goods repair and maintenance | 0 | 3,851 | 30,123 | 33,974 |
| Spectator sports companies | 0 | 5,644 | 27,521 | 33,165 |
| Other computer related services, including facilities management | 0 | 15,599 | 16,986 | 32,585 |
| Water, sewage and other treatment and delivery systems | 0 | 6,413 | 25,518 | 31,931 |
| Scenic and sightseeing transportation and support activities for transportation | 0 | 8,871 | 22,141 | 31,012 |
| Lessors of nonfinancial intangible assets | 0 | 14,749 | 16,187 | 30,936 |
| Coated and laminated paper, packaging paper and plastics film manufacturing | 0 | 15,310 | 13,501 | 28,811 |
| Automotive equipment rental and leasing | 0 | 5,691 | 21,631 | 27,322 |
| Scientific research and development services | 0 | 11,117 | 13,587 | 24,704 |
| Motion picture and video industries | 0 | 814 | 22,852 | 23,666 |
| Paperboard container manufacturing | 0 | 20,592 | 2,693 | 23,286 |
| State and local government electric utilities | 0 | 10,015 | 12,810 | 22,825 |
| Electronic and precision equipment repair and maintenance | 0 | 4,922 | 16,651 | 21,573 |
| Mining and quarrying other nonmetallic minerals | 0 | 19,016 | 1,933 | 20,948 |
| Photographic services | 0 | 1,009 | 18,027 | 19,036 |
| Custom computer programming services | 0 | 7,506 | 9,858 | 17,364 |
| Video tape and disc rental | 0 | 0 | 15,264 | 15,264 |

| | | | | |
|--|---|-------|-------|--------|
| Transport by rail | 0 | 9,549 | 3,348 | 12,897 |
| Asphalt shingle and coating materials manufacturing | 0 | 4,540 | 7,327 | 11,867 |
| Environmental and other technical consulting services | 0 | 1,592 | 9,816 | 11,408 |
| Specialized design services | 0 | 2,714 | 8,508 | 11,222 |
| All other miscellaneous professional, scientific, and technical services | 0 | 4,579 | 6,187 | 10,767 |



Lake County Ag Facts

Agriculture in Lake County, 2007 Census

259 Farms

Land in Farms: 16,065 acres

Average Farm Size: 62 acres

Total Cropland: 10,126 acres

State Rank for Nursery Crops: #2

State Rank for Grapes: #2

Average Age of Operator: 58.6

Agriculture in Lake County, 2012 Census

214 Farms

Land in Farms: 17,125 acres

Average Farm Size: 80 acres

Total Cropland: 8,561 acres

State Rank for Nursery Crops: #1

Average Age of Operator: 61.4

Agricultural Land Preserved in Lake County, 2014

234 acres in agricultural easements

169.5 acres in North Perry Village

64.5 acres in Leroy Township

\$1,820,924 paid in easement purchases since 2005

Farm Futures listed Lake County Ohio as NUMBER 2 in their ranking of **Best Places to Farm** in the United States in October 2014.

An Economic Impact Analysis of Lake County Agriculture

Executive Summary
July 2013

