

*STEARNS COUNTY
LIVESTOCK INDUSTRY*

ECONOMIC IMPACT



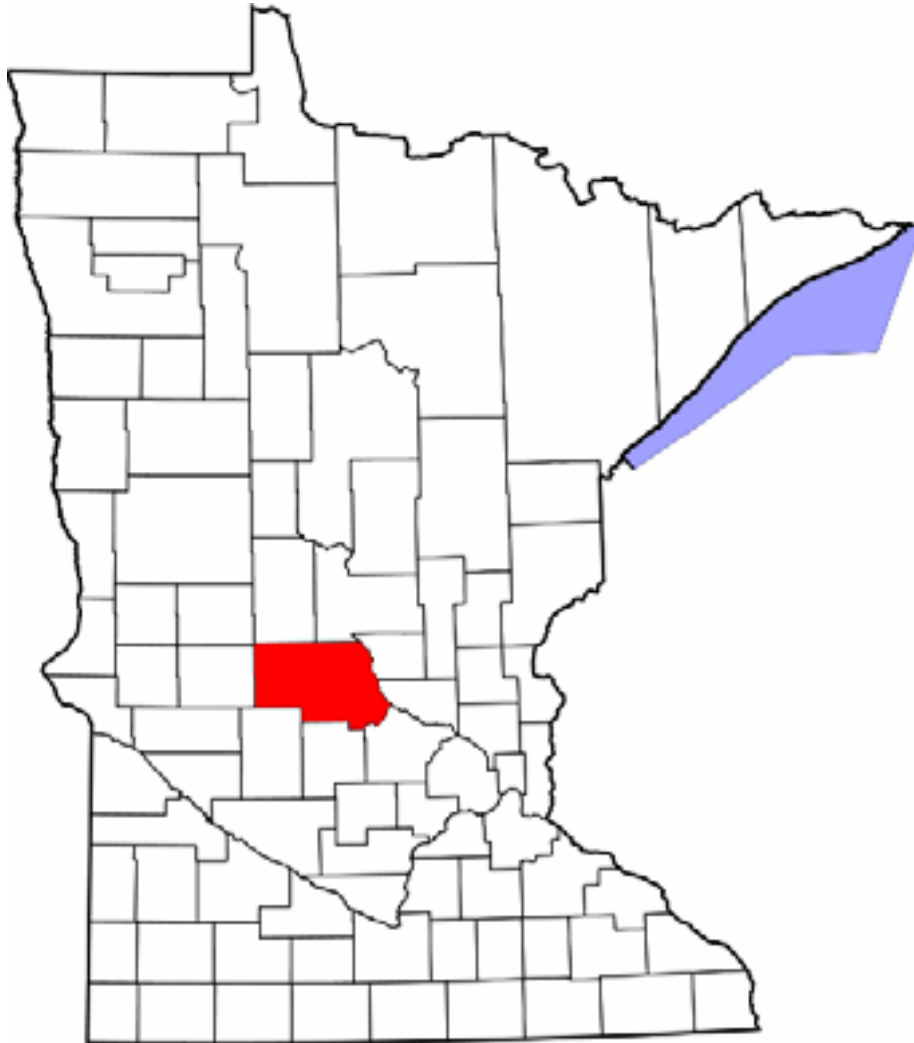
Prepared by:

**Agricultural Marketing Services Division
Minnesota Department of Agriculture
625 North Robert Street, St. Paul, MN 55155
www.mda.state.mn.us**

2007

STEARNS COUNTY, MINNESOTA

**LIVESTOCK INDUSTRY
ECONOMIC IMPACT**



Economic impact report prepared by:

Su Ye

*Program Leader, Market Research
Minnesota Department of Agriculture*

2007

TABLE OF CONTENTS

I. Stearns County Economic Profile	3
Stearns County Major Industries	3
Stearns County Largest Employers	5
Stearns County Domestic and Foreign Exports	6
II. Stearns County Farm Sector	7
Stearns County Rankings in Crops and Livestock Production	8
III. Stearns County Livestock Industry	8
Stearns County Livestock Production	8
Stearns County Livestock Processing	9
Stearns County Livestock Exports	10
IV. Stearns County Livestock Industry Economic Impacts	11
Economic Impact Multipliers	11
Output Multipliers	11
Employment Multipliers	12
Stearns County Livestock Industry Output Impact	13
Stearns County Livestock Industry Employment Impact	15

Tables and Charts

Table-1: Stearns County Output & Employment by Industry	4
Table-2: Stearns County Largest Exporting Sectors	7
Table-3: Stearns County Agricultural Exporting Sectors	7
Table-4: Stearns County Rankings in Farm Production.....	7
Table-5: Stearns County Farm Production: Output and Employment	8
Table-6: Stearns County Livestock Production Sectors	9
Table-7: Stearns County Livestock Processing Sectors	9
Table-8: Stearns County Livestock Exports	10
Table-9: Stearns County Livestock Output Impact Multipliers	11
Table-10: Stearns County Livestock Employment Impact Multipliers	12
Table-11: Stearns County Livestock Industry Output Impact by Sector	14
Table-12: Stearns County Livestock Industry Employment Impact by Sector	15
Chart-1: Stearns County Major Industries	3
Chart-2: Stearns County Top 8 Industries	4
Chart-3: Stearns County Largest employers	5
Chart-4: Minnesota's Top 10 Counties in Farm Income	7
Chart-5: Stearns County Farm Production by Sector	12
Chart-6: Minnesota's Top 10 Livestock Counties.....	13
Chart-7: Stearns County Livestock Production Trend	14
Chart-8: County Ranking: Cattle (including dairy)	14
Chart-9: County Ranking: Poultry	14
Chart-10: Stearns County Agricultural Processing Sectors	12
Chart-11: Stearns County Livestock Exports	1
Chart-12: Stearns County Livestock Industry Output Impact	16
Chart-13: Stearns County Livestock Industry Employment Impact	17
Appendix I: Economic Impact Definitions	18
Appendix II: Stearns County Industry Sectors	19

I. STEARNS COUNTY ECONOMIC PROFILE

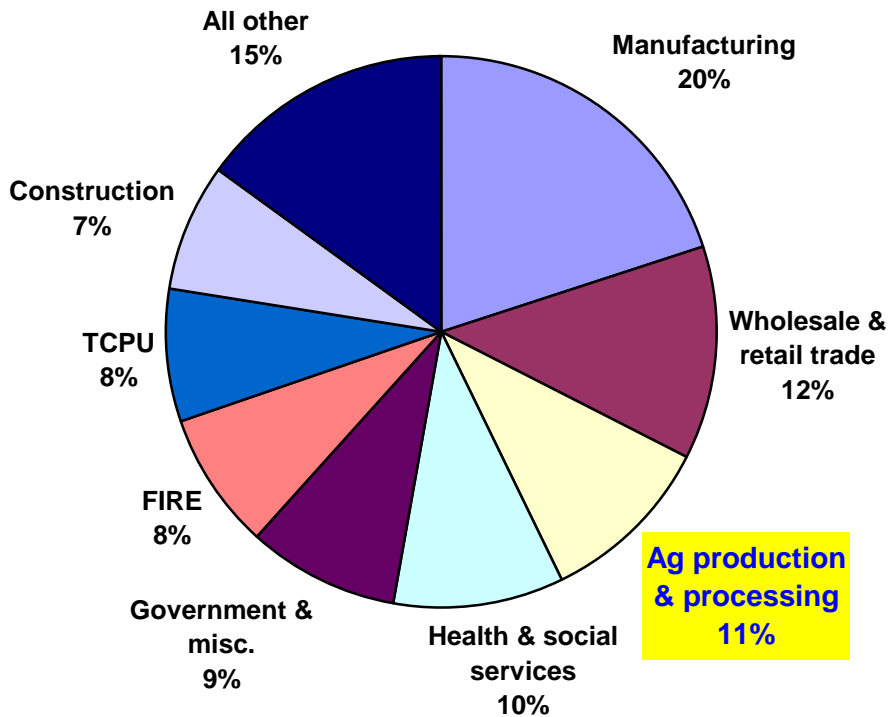
General information

Area:	1,345 square miles
Population:	144,096
No. of Industries:	227
Total Industry Output	\$10.3 billion
Employment:	99,662

Agriculture:

Farms	3,152
Land in farms	681,350 acres
Average farm size	216
Farm employment	4,278
Cash receipts	\$375.6 million
Crop production	18% of total
Livestock production	82% of total

Chart -1: Stearns County Major Industries (Production Output)



FIRE: Finance, Insurance, and Real Estate.
 TCPU: Transportation, Communication, and Public Utilities.
 Source: IMPLAN 2004 data.

I. STEARNS COUNTY ECONOMIC PROFILE *(CONTINUED)*

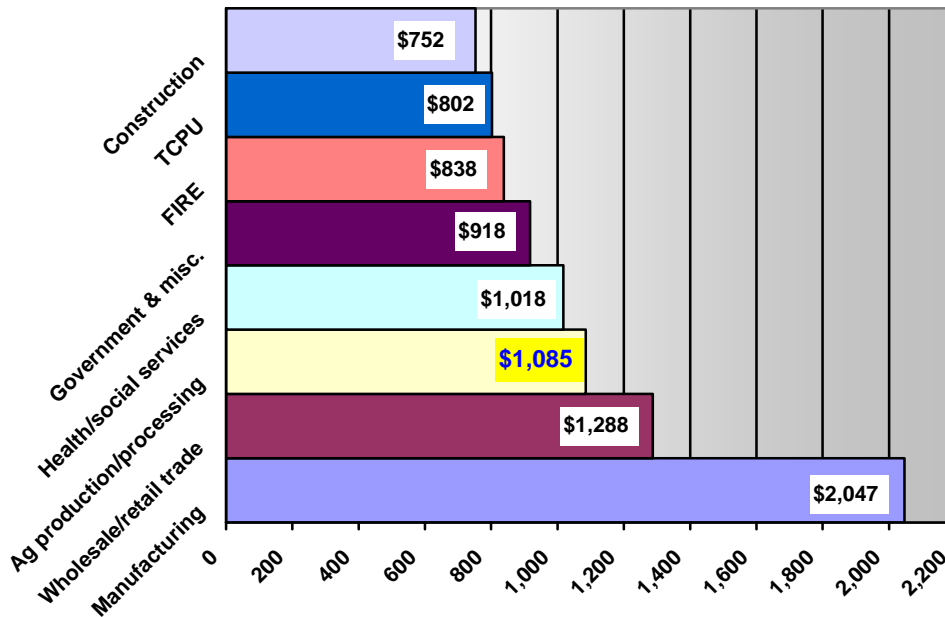
Stearns County Major Industries

- Stearns County major industries include: manufacturing, wholesale/retail trade, agriculture (agricultural production/processing), health/social services, FIRE (finance, insurance & real estate), TCPU (transportation, communication & public utilities), and construction.
- Agriculture is the third largest industry in Stearns County.
- Within the agricultural sector, livestock production and processing contribute 87% of total agricultural output, or \$948.32 million.

Table-1: Stearns County Output and Employment By Industry

Industry Sectors	Output <i>(Million dollars)</i>	Employment <i>(Number of jobs)</i>
Manufacturing	2,046.71	9,784
Wholesale and retail trade	1,287.53	15,698
Agriculture (ag production/processing)	1,085.47	6,017
- Livestock production/processing	948.32	4,250
Health & social services	1,017.64	13,341
Government & misc.	917.63	10,597
FIRE	838.01	6,093
TCPU	802.26	6,156
Construction	751.96	7,019
Mining	27.61	162
All other services	1,336.57	23,634
Total	10,302.34	99,255

Chart-2: Stearns County Top 8 Industries *(Million Dollars)*



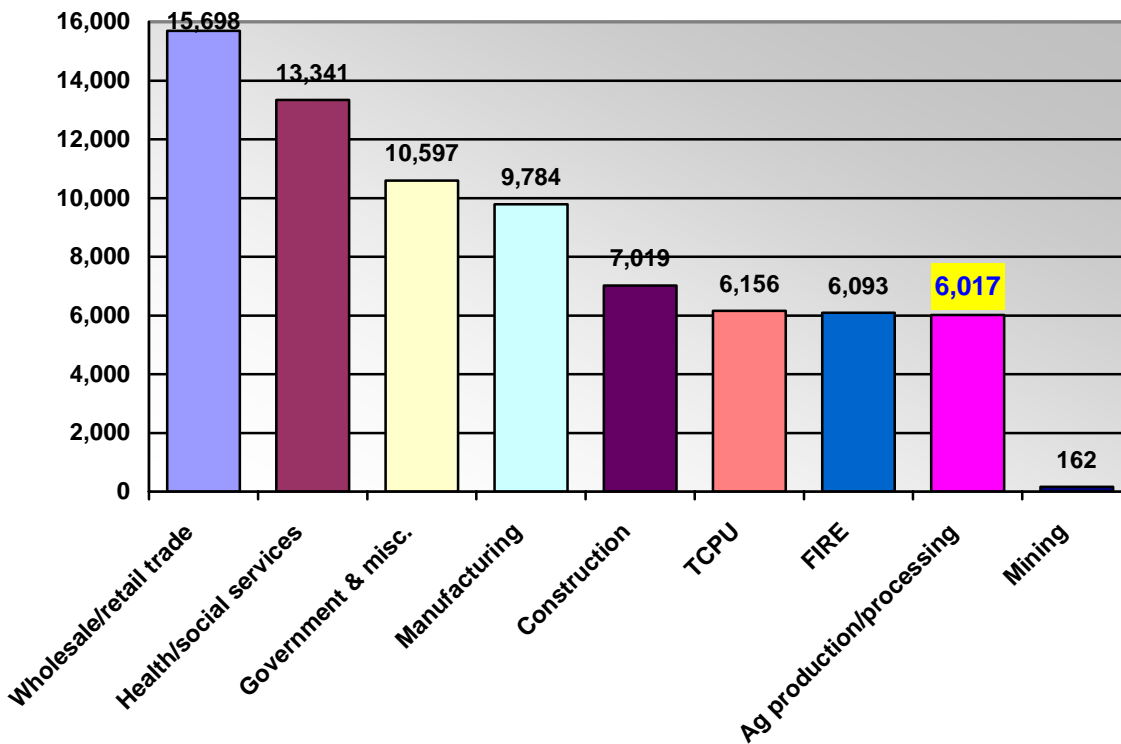
Source: IMPLAN 2004 data.

I. STEARNS COUNTY ECONOMIC PROFILE (CONTINUED)

Stearns County Largest Employers

- Stearns County has a total employment of 99,662 jobs.
- The largest employer in Stearns County is the wholesale and retail trade sector, employing 15,698 people, or approximately 16 percent of total employment in the county.
- Health and social services is the second largest employer with 13,341 jobs, or 13 percent of total.
- Agriculture (agricultural production and processing) ranks 8th, with 6,017 jobs, or 6 percent of total.

Chart-3: Stearns County Largest Employers (No. of Jobs)



FIRE: Finance, Insurance, and Real Estate.

TCPU: Transportation, Communication, and Public Utilities.

Source: IMPLAN 2004 data.

I. STEARNS COUNTY ECONOMIC PROFILE *(CONTINUED)*

Domestic and Foreign Exports

- Stearns County's annual domestic and foreign exports are \$4.5 billion.
- Foreign exports account for 9 percent of the county's total exports, while domestic exports account for 92 percent.
- Agriculture (agricultural production and processing) is the largest exporting sector in Stearns County, accounting for 16 percent of all exports (foreign and domestic), or \$721 million.

Table-2: Stearns County Largest Exporting Sectors *(Million dollars)*

Sectors	Domestic Exports	Foreign Exports	Total Exports
Agriculture (ag production/processing)	672.20	48.96	721.16
<i>Livestock production/processing</i>	467.83	18.57	486.40
Paper and paperboard	305.24	37.85	343.08
Household refrigerators/freezers	278.16	34.99	313.15
Telecommunications	134.10	2.44	136.53
Blank-books & loose-leaf binders	86.39	13.04	99.43
Metal valve products	73.67	20.99	94.66
Cut stone products	83.35	1.38	84.72
Commercial printing	74.75	3.23	77.98
All other	2,324.30	282.52	2,606.82
Total	4,108.64	383.11	4,491.74

Source: IMPLAN 2004 data.

Table-3: Stearns County Agricultural Exporting Sectors *(Million dollars)*

Sectors	Domestic Exports	Foreign Exports	Total Exports
Processed poultry products	169.19	9.88	179.07
Cheese	165.45	1.71	167.16
Animal food	82.01	2.20	84.21
Cattle	83.82	0.21	84.03
Grains	33.32	17.05	50.38
Brewery products	40.56	0.44	41.00
Animal slaughtering (except poultry)	35.01	4.80	39.81
Oilseeds	18.87	8.47	27.34
Animal production (except cattle & poultry)	14.36	1.27	15.63
Flour mill products	8.13	0.21	8.34
Greenhouse and nursery products	2.78	0.12	2.90
Vegetables and melons	2.44	0.35	2.79
Dry/condensed/evaporated dairy products	2.60	0.00	2.60
Dog and cat food	2.38	0.08	2.46
Total Agriculture (Ag production/processing)	672.20	48.96	721.16

Source: IMPLAN 2004 data.

II. STEARNS COUNTY FARM SECTOR

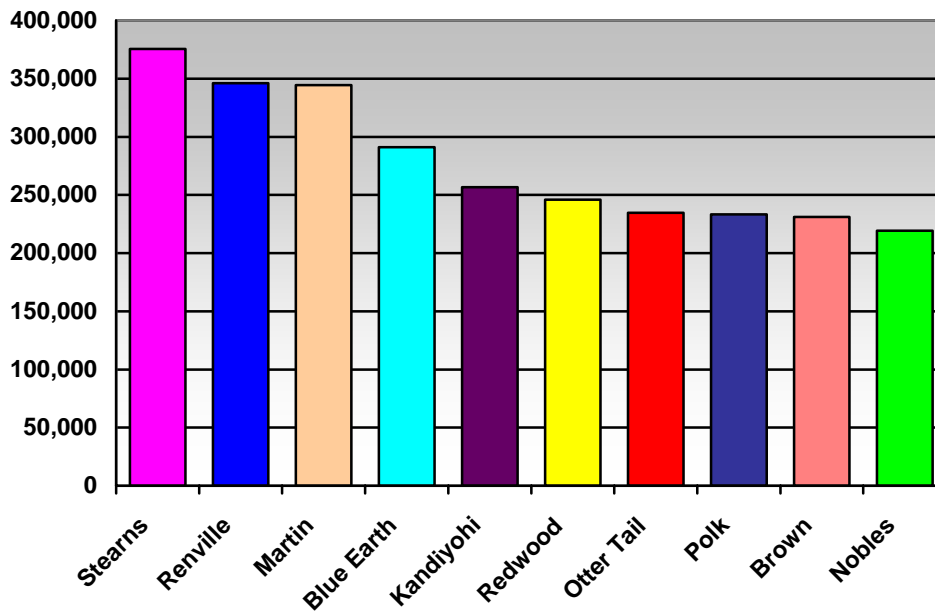
- Stearns County ranks No. 1 in farm production (crops and livestock) among all Minnesota counties.
- Stearns County is also the top producer of livestock, all cattle, dairy, oat, and hay.
- Stearns total farm income reached a record-high of \$376 million in 2004.

Table-4: Stearns County Rankings (among all Minnesota Counties)

Rank	Farm Production
1 st	Total agricultural income, livestock, all cattle & calves, dairy, oats, all hay
2 nd	Broilers
3 rd	Turkey, barley
6 th	Cattle and calves on feed
7 th	Beef cows
10 th	Breeding sheep and lamb

Source: Minnesota Agricultural Statistics.

Chart-4: Minnesota's Top 10 Counties in Farm Income: 2004 (\$1,000)

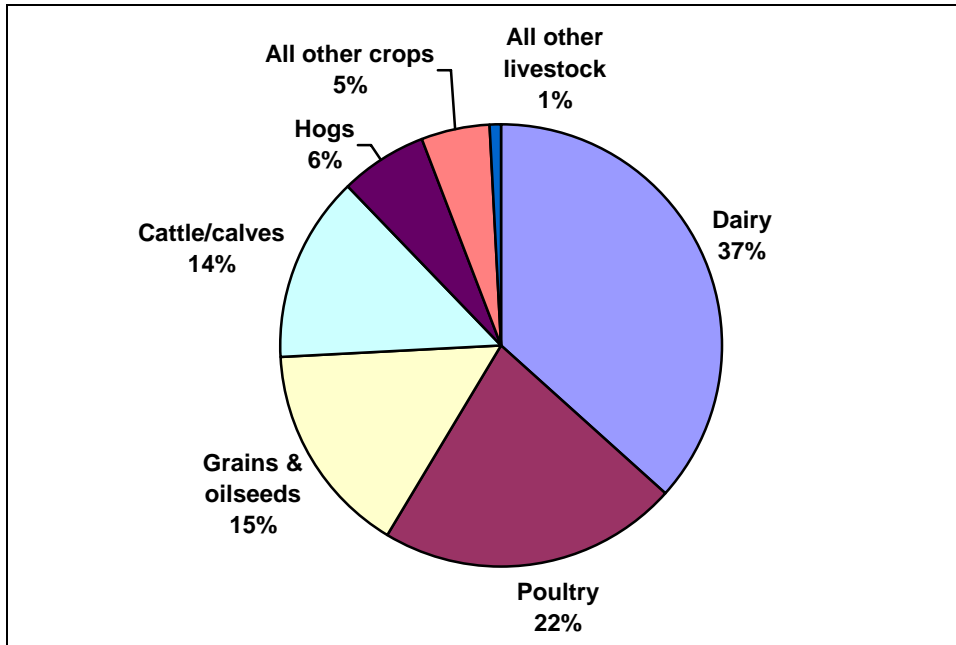


Source: Minnesota Agricultural Statistics.

II. STEARNS COUNTY FARM SECTOR *(CONTINUED)*

- Stearns County's farm sector includes dairy, poultry, crops, cattle/calves, hogs, and other crops and livestock.
- Crops account for 18 percent of Stearns County's total farm production, while livestock accounts for 82 percent.
- The top two products – cattle (including dairy) and poultry – contribute 72 percent of total farm production.

Chart-5: Stearns County Farm Production by Sector *(cash receipts)*



Source: Minnesota Agricultural Statistics.

Table-5: Stearns County Farm Production: Output and Employment

Farm Production	Output <i>(Million dollars)</i>	Employment <i>(Number of jobs)</i>
All cattle (including dairy)	269.58	1,395
Poultry and eggs	100.44	128
Grains	55.27	882
Oilseeds	28.25	302
Vegetables and melons	4.07	16
Greenhouse and nursery products	3.15	12
Sugarbeet	1.98	72
Fruits	0.63	3
All other animals (except cattle and poultry)	31.84	993
All other crops	21.80	55

Source: IMPLAN 2004 data.

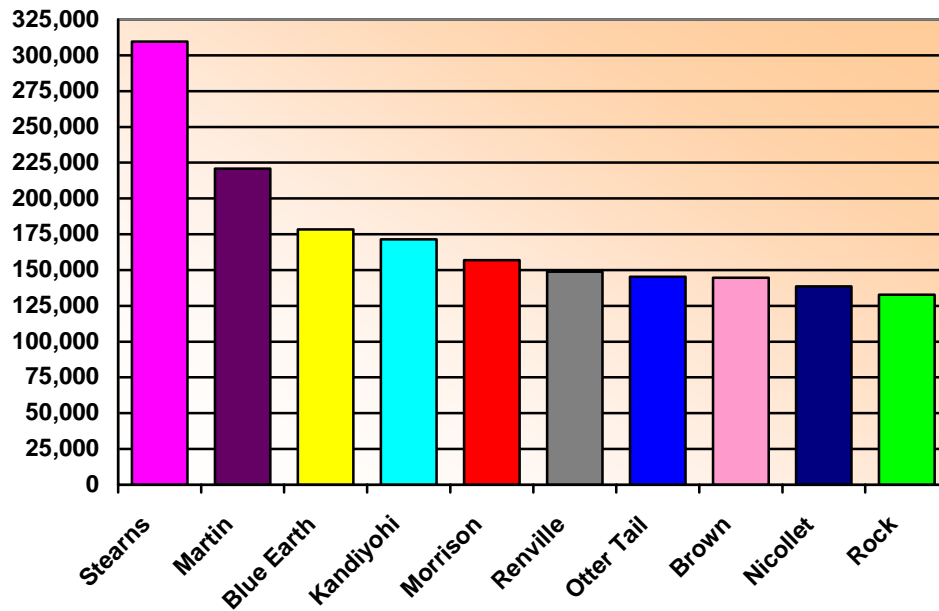
III. STEARNS COUNTY LIVESTOCK INDUSTRY

Stearns County livestock industry includes both livestock production and processing. It is one of the most important economic sectors in Stearns County. In 2004, the combined output value of livestock production and processing was \$948.3 million, or 9 percent of Stearns County's total industry output.

Livestock Production

- Stearns County is the No. 1 livestock producer in Minnesota; it also ranks No. 1 in dairy and cattle production.
- Total agricultural cash receipts was \$376 million in 2004, of which, livestock contributed \$310 million or 82 percent.
- Dairy is Stearns County's largest livestock sector, accounting for 46 percent of livestock income and 37 percent of total agricultural income.
- Livestock production provides 2,517 on-farm jobs.

Chart-6: Minnesota's Top 10 Livestock Counties – 2004 (By Value: \$1,000)



Source: Minnesota Agricultural Statistics.

Table-6: Stearns County Livestock Production Sectors

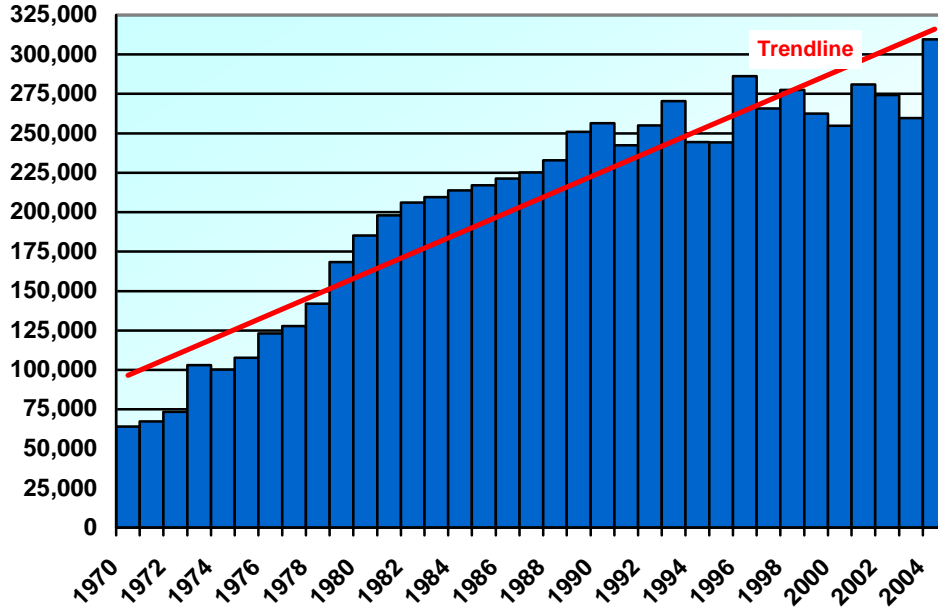
Sectors	Output (Million dollars)	Employment (Number of jobs)
Cattle ranching and farming	269.58	1,395
Poultry and egg production	100.45	128
Other animal production	31.84	993
Total livestock production	401.87	2,517

Source: IMPLAN 2004 data.

III. STEARNS COUNTY LIVESTOCK INDUSTRY (CONTINUED)

- Stearns County's livestock production has been increasing at an average annual rate of 5.2 percent over the past three decades.
- Stearns County has been the industry leader in both dairy and poultry production.

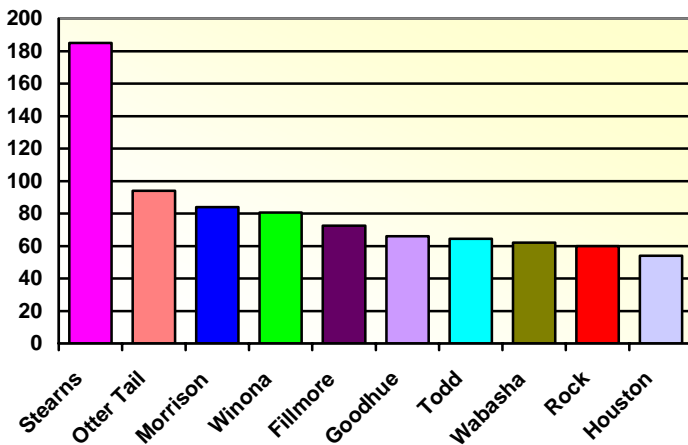
Chart-7: Stearns County Livestock Production Trend (Total Value-\$1,000)



Source: Minnesota Agricultural Statistics.

Chart-8: County Ranking: Cattle (including dairy)

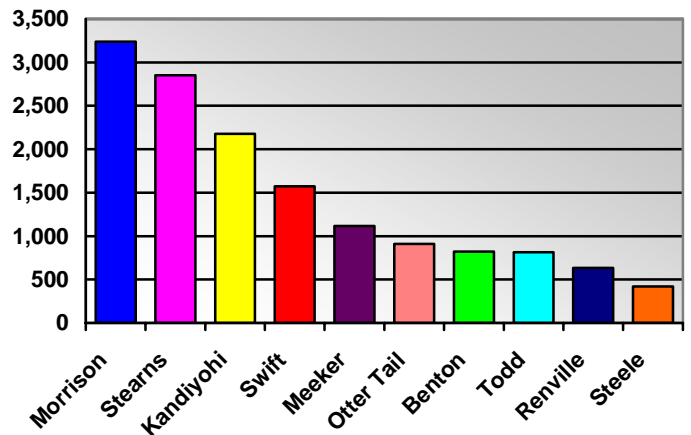
1,000 head



Source: Minnesota Agricultural Statistics.

Chart-9: County Ranking: Poultry

Broilers & Turkeys (1,000 head)



III. STEARNS COUNTY LIVESTOCK INDUSTRY (CONTINUED)

Livestock Processing

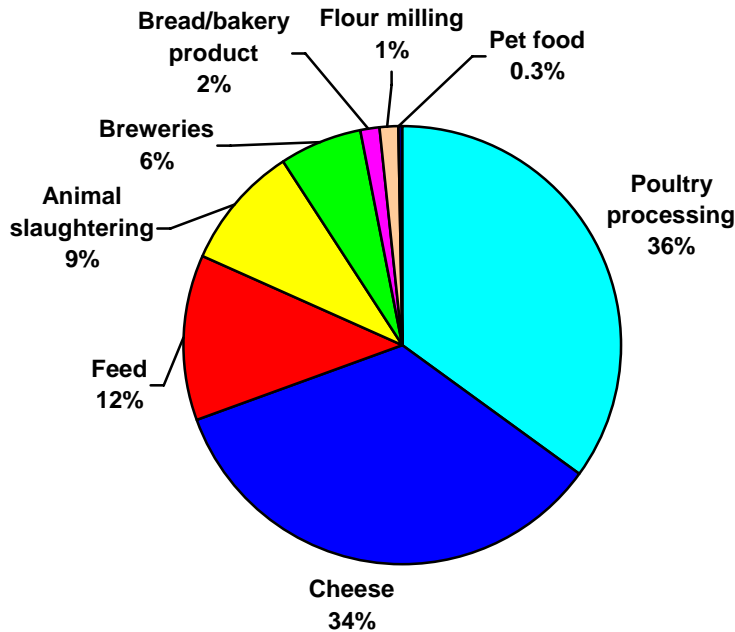
- Livestock processing is a \$546 million industry in Stearns County.
- Poultry processing, cheese processing, and animal slaughtering are the three major processing activities.
- Livestock processing accounts for 79% of all food processing output and 20% of all manufacturing output.
- Livestock processing provides 1,733 direct jobs.

Table-7: Stearns County Livestock Processing Sectors

Sectors	Output (Million dollars)	Employment (Number of jobs)
Poultry processing	244.152	1,218
Cheese manufacturing	237.921	329
Animal slaughtering (except poultry)	64.377	186
Total Livestock processing	546.450	1,733

Source: IMPLAN 2004 data.

Chart-10: Stearns County Agricultural Processing Sectors



Source: IMPLAN 2004 data.

III. STEARNS COUNTY LIVESTOCK INDUSTRY (CONTINUED)

Livestock Exports

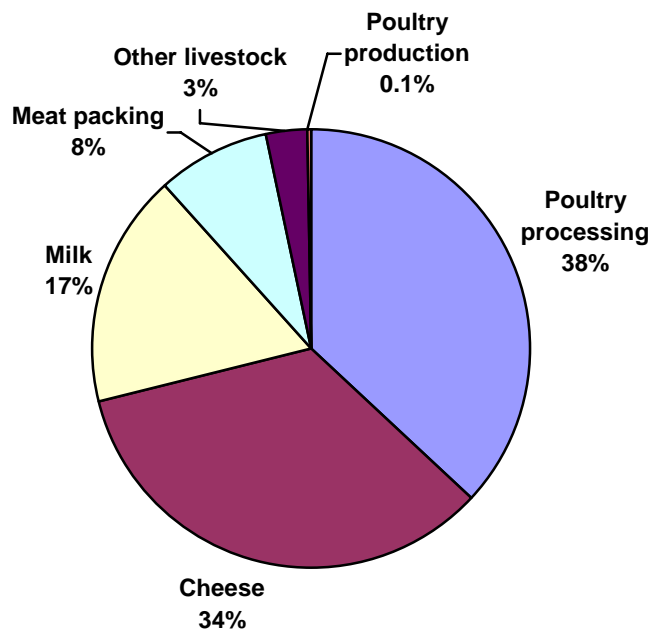
- Stearns County annual livestock export is \$486.4 million.
- Livestock production and processing contribute 11 percent of Stearns County's total exports and two-thirds of all agricultural exports.
- Within the livestock sector, poultry and cheese are the top two export products with a combined export value of \$346 million, almost half of total agricultural exports.
- The top domestic exports are processed poultry and milk.
- The top foreign exports are processed poultry and cheese

Table-8: Stearns County Livestock Exports (Million dollars)

Sectors	Domestic Exports	Foreign Exports	Total Exports
Poultry processing	169.19	9.88	179.07
Cheese	165.45	1.71	167.16
Milk	83.82	0.20	84.03
Meat packing (except poultry)	35.01	4.80	39.81
Other livestock products (except dairy and poultry)	14.36	1.27	15.63
Poultry/egg production	0.0	.070	0.70
Total	467.83	18.57	486.40

Source: IMPLAN 2004 data.

Chart-11: Stearns County Livestock Exports



Source: IMPLAN 2004 data.

IV. STEARNS COUNTY LIVESTOCK INDUSTRY ECONOMIC IMPACTS

Multipliers

Multipliers describe the response of the economy to an increase (or decrease) in production by a specific economic sector.

- Direct impact represents the response in production output of an industry.
- Indirect impact measures the response by all local industries affected by the increase in output due to purchases between industries.
- Induced impact represents the response by all local industries caused by the expenditures of new income generated by the direct and indirect impacts.
- Total impact is the sum of direct, indirect, and induced impacts.

Output multipliers

In the table below, output multipliers for cattle/dairy production show that for every million dollar increase in cattle/dairy output, the direct impact is \$1 million, indirect impact is \$0.59 million, induced impact is \$0.44 million, and total impact is \$2.03 million. Therefore, one million dollar increase in cattle/dairy production generates a total of \$2.03 million for all economic sectors.

Table-9: Output Impact for Livestock Sectors

Based on \$1 million change in output

Sectors	Direct Impact	Indirect Impact	Induced Impact	Total Impact
<i>Production:</i>				
Cattle/dairy production	1.000	0.589	0.442	2.031
Poultry and egg production	1.000	0.146	0.586	1.732
Other animal production (except cattle/dairy/poultry)	1.000	0.342	0.333	1.676
<i>Processing:</i>				
Cheese manufacturing	1.000	1.244	0.478	2.721
Animal slaughtering (except poultry)	1.000	1.196	0.454	2.650
Poultry processing	1.000	0.791	0.555	2.346

Source: IMPLAN 2004 data.

IV. STEARNS COUNTY LIVESTOCK INDUSTRY ECONOMIC IMPACTS

(CONTINUED)

Employment multipliers

Employment multipliers represent the jobs that are generated by direct, indirect, induced, and total impacts. In the table below, employment multipliers for cattle/dairy farming show that for every million-dollar increase in cattle/dairy production, the direct impact is 5.18 jobs, indirect impact is 4.43 jobs, induced impact is 5.25 jobs, and total impact is 14.82 jobs. Therefore, one million dollar increase in cattle/dairy production generates a total of 15 jobs for all economic sectors.

Table-10: Employment Impact for Livestock Sectors

Based on \$1 million change in output

Sectors	Direct Impact	Indirect Impact	Induced Impact	Total Impact
<i>Production:</i>				
Cattle/dairy farming	5.18	4.43	5.21	14.82
Poultry and egg production	1.28	1.12	6.57	8.97
Other animal production (except cattle and poultry)	31.19	3.76	3.98	38.93
<i>Processing:</i>				
Cheese manufacturing	1.38	6.96	5.65	13.99
Animal slaughtering (except poultry)	2.89	12.64	5.36	20.89
Poultry processing	4.99	3.00	6.39	14.38

Source: IMPLAN 2004 data.

IV. STEARNS COUNTY LIVESTOCK INDUSTRY ECONOMIC IMPACTS (CONTINUED)

Stearns County Livestock Industry Output Impact

- Livestock industry – production and processing combined – is a \$948 million industry in Stearns County (direct impact).
- Livestock industry also generates \$749 million in indirect impact and \$466 million in induced impact.
- The total impact of livestock production and processing in Stearns County is \$2.16 billion annually.

Table-11: Livestock Production Output Impact by Sector (Million dollars)

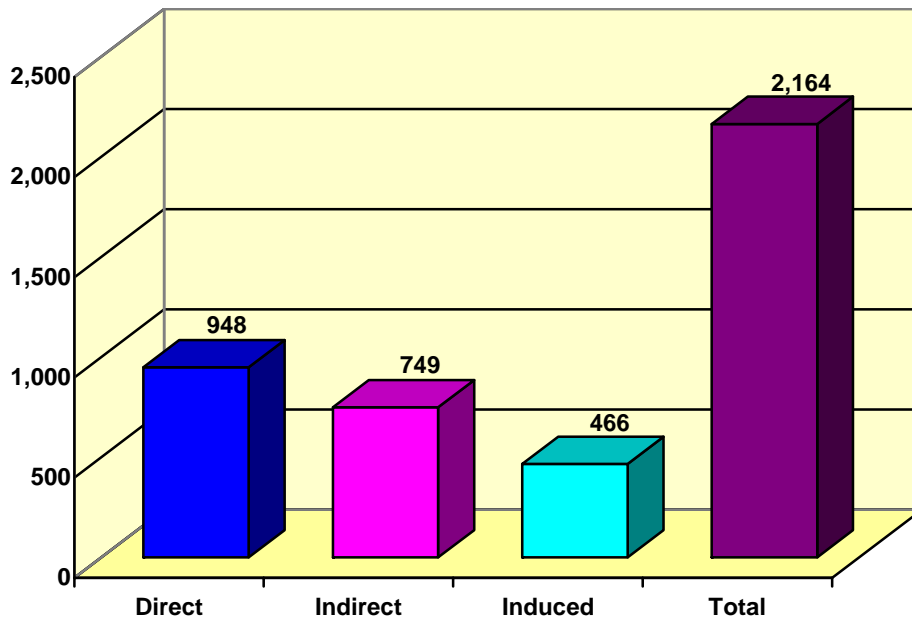
Sectors	Direct Impact	Indirect Impact	Induced Impact	Total Impact
Agricultural production/processing	946.30	485.08	12.10	1,443.48
Services	0.00	1.31	96.32	97.62
Wholesale/retail trade	0.00	56.54	27.64	84.18
FIRE	0.00	3.46	72.53	75.99
Construction	0.00	55.92	0.81	56.72
TCPU	0.00	32.98	20.63	53.61
Manufacturing	0.00	5.30	44.58	49.88
All other	0.00	11.76	33.63	45.39
Total	946.30	749.34	466.16	2,161.80

FIRE: Finance, Insurance, and Real Estate.

TCPU: Transportation, Communication, and Public Utilities.

Source: AMS/MDA.

Chart-12: Livestock Industry Output Impact (Million Dollars)



Source: AMS/MDA.

IV. STEARNS COUNTY LIVESTOCK INDUSTRY ECONOMIC IMPACTS

(CONTINUED)

Stearns County Livestock Industry Employment Impact

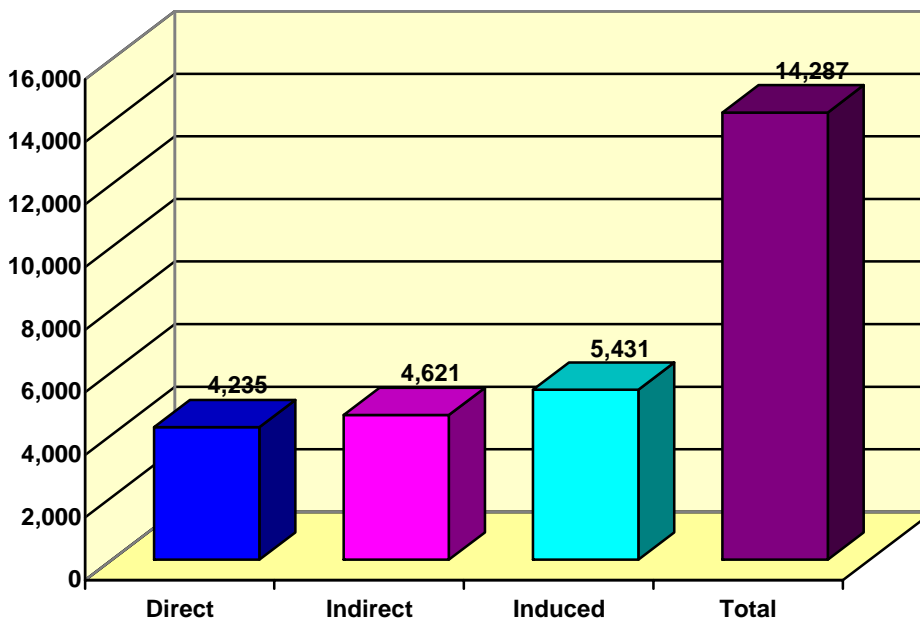
- The livestock industry provides 4,235 jobs in direct employment, including 2,502 in livestock production and 1,733 in livestock processing.
- Spin-off industries (transportation, wholesale and retail trade, services, etc.) employ an additional 4,621 workers.
- In total, Stearns County livestock industry supports 14,287 jobs.

Table-12: Employment Impact by Sector (No. of Jobs)

Sectors	Direct	Indirect	Induced	Total
Livestock Production	2,501.9	1,419.3	2,181.5	6,102.7
Livestock Processing	1,733.1	3,201.6	3,249.5	8,184.3
Total	4,235.0	4,620.9	5,431.0	14,287.0

Source: AMS/MDA.

Chart-13: Livestock Industry Employment Impact (No. of Jobs)



Source: AMS/MDA.

Appendix I: Economic Impact Definitions

Economic Impact Analysis:

IMPLAN (Impact Analysis for Planning) is a software program and database used to estimate the economy impact of a change in an industry or sector output. It is based on the economic theory of the Input-Output studies. The IMPLAN software was developed by the MIG, Inc. (Minnesota IMPLAN Group www.implan.com).

An economic impact model was built to examine the output, employment, payroll (or employee compensation), and tax impacts. The definitions for these impacts are as follows:

Output Impact

Output is the value of production of an industry. Output impact represents the changes of an industry's (or set of industries') production level due to changes in production of a specified industry.

Employment Impact

Employment is the number of jobs for each industry. Employment impact represents the changes in the number of jobs in an industry (or set of industries) due to changes in production of a specified industry.

In addition, the economic impacts are measured to include the direct, indirect, and induced impacts. ***Direct impact*** represents the effect on an industry's production output. ***Indirect Impact*** represents the effect on all other economic sectors due to purchases by such industry to generate the above-mentioned production output. ***Induced impact*** represents the effect on all economic sectors due to the expenditures of new income generated by the direct and indirect impacts. ***Total impact*** is the sum of direct, indirect and induced impacts.

Appendix II: Stearns County Industry Sectors

IMPLAN Code	Industry Sectors
1	Oilseed farming
2	Grain farming
3	Vegetable and melon farming
5	Fruit farming
6	Greenhouse and nursery production
9	Sugarcane and sugar beet farming
10	All other crop farming
11	Cattle ranching and farming
12	Poultry and egg production
13	Animal production- except cattle and poultry
14	Logging
17	Hunting and trapping
18	Agriculture and forestry support activities
24	Stone mining and quarrying
25	Sand- gravel- clay- and refractory mining
30	Power generation and supply
32	Water- sewage and other systems
33	New residential 1-unit structures- all
34	New multifamily housing structures- all
35	New residential additions and alterations-all
37	Manufacturing and industrial buildings
38	Commercial and institutional buildings
39	Highway- street- bridge- and tunnel construct
40	Water- sewer- and pipeline construction
41	Other new construction
42	Maintenance/repair of farm & nonfarm residences
43	Maintenance and repair of nonresidential buildings
44	Maintenance and repair of highways- streets-
45	Other maintenance and repair construction
46	Dog and cat food manufacturing
47	Other animal food manufacturing
48	Flour milling
64	Cheese manufacturing
67	Animal- except poultry- slaughtering
70	Poultry processing
73	Bread/bakery product- except frozen
86	Breweries
97	Textile and fabric finishing mills
100	Curtain and linen mills
101	Textile bag and canvas mills
107	Cut and sew apparel manufacturing
111	Other leather product manufacturing
112	Sawmills
117	Wood windows and door manufacturing
119	Other millwork- including flooring
120	Wood container and pallet manufacturing
123	Miscellaneous wood product manufacturing
125	Paper and paperboard mills
126	Paperboard container manufacturing
138	Blankbook/looseleaf binder manufacturing
139	Commercial printing
140	Trade-binding and related work
141	Prepress services
150	Other basic inorganic chemical manufacturing
158	Fertilizer- mixing only- manufacturing
160	Pharmaceutical and medicine manufacturing
167	Printing ink manufacturing
173	Plastics pipe- fittings- and profile shapes
177	Plastics plumbing fixtures & all other plastics
190	Glass & glass products-except glass containers
192	Ready-mix concrete manufacturing
193	Concrete block and brick manufacturing
195	Other concrete product manufacturing
199	Cut stone and stone product manufacturing
201	Mineral wool manufacturing
203	Iron and steel mills
221	Ferrous metal foundaries
222	Aluminum foundries
224	Iron and steel forging
234	Plate work manufacturing
235	Metal window and door manufacturing
236	Sheet metal work manufacturing
237	Ornamental and architectural metal work
239	Metal tank- heavy gauge- manufacturing
242	Spring and wire product manufacturing
243	Machine shops
244	Turned product and screw- nut- and bolt
246	Metal coating/nonprecious engraving
248	Metal valve manufacturing
253	Industrial pattern manufacturing
255	Miscellaneous fabricated metal products
257	Farm machinery and equipment manufacturing
259	Construction machinery manufacturing
269	All other industrial machinery manufacturing
271	Optical instrument and lens manufacturing
277	Heating equipment- except warm air furnaces
279	Industrial mold manufacturing
282	Special tool- die- jig- and fixtures
293	Overhead cranes- hoists- and monorail systems
312	All other electronic component manufacturing
330	Household refrigerator and home freezer
334	Motor and generator manufacturing

339	Fiber optic cable manufacturing	421	Cable networks and program distribution
345	Heavy duty truck manufacturing	422	Telecommunications
346	Motor vehicle body manufacturing	423	Information services
347	Truck trailer manufacturing	424	Data processing services
349	Travel trailer and camper manufacturing	425	Non-depository credit intermediation
350	Motor vehicle parts manufacturing	426	Securities- commodity contracts- investments
358	Boat building	427	Insurance carriers
361	All other transportation equipment	428	Insurance agencies- brokerages- and related
362	Wood kitchen cabinet and countertop	429	Funds- trusts- and other financial vehicles
364	Non-upholstered wood household furniture	430	Monetary authorities and depository credit in
366	Institutional furniture manufacturing	431	Real estate
371	Showcases- partitions- shelving- and lockers	432	Automotive equipment rental and leasing
375	Surgical and medical instrument manufacturing	433	Video tape and disc rental
376	Surgical appliance and supplies manufacturing	434	Machinery and equipment rental and leasing
378	Ophthalmic goods manufacturing	435	General and consumer goods rental except vide
379	Dental laboratories	436	Lessors of non-financial intangible assets
380	Jewelry and silverware manufacturing	437	Legal services
382	Doll- toy- and game manufacturing	438	Accounting and bookkeeping services
384	Sign manufacturing	439	Architectural and engineering services
386	Musical instrument manufacturing	440	Specialized design services
389	Buttons- pins- and all other miscellaneous ma	441	Custom computer programming services
390	Wholesale trade	442	Computer systems design services
391	Air transportation	443	Other computer related services
392	Rail transportation	444	Management consulting services
393	Water transportation	445	Environmental and other technical consulting
394	Truck transportation	446	Scientific research and development services
395	Transit and ground passenger transportation	447	Advertising and related services
397	Scenic and sightseeing transportation and sup	448	Photographic services
398	Postal service	449	Veterinary services
399	Couriers and messengers	450	All other miscellaneous professional and tech
400	Warehousing and storage	451	Management of companies and enterprises
401	Motor vehicle and parts dealers	452	Office administrative services
402	Furniture and home furnishings stores	453	Facilities support services
403	Electronics and appliance stores	454	Employment services
404	Building material and garden supply stores	455	Business support services
405	Food and beverage stores	456	Travel arrangement and reservation services
406	Health and personal care stores	457	Investigation and security services
407	Gasoline stations	458	Services to buildings and dwellings
408	Clothing and clothing accessories stores	459	Other support services
409	Sporting goods- hobby- book and music stores	460	Waste management and remediation services
410	General merchandise stores	461	Elementary and secondary schools
411	Miscellaneous store retailers	462	Colleges- universities- and junior colleges
412	Non-store retailers	463	Other educational services
413	Newspaper publishers	464	Home health care services
415	Book publishers	465	Offices of physicians- dentists- and other he
416	Database- directory- and other publishers	466	Other ambulatory health care services
417	Software publishers	467	Hospitals
418	Motion picture and video industries	468	Nursing and residential care facilities
419	Sound recording industries	469	Child day care services
420	Radio and television broadcasting	470	Social assistance- except child day care

471	Performing arts companies	488	Death care services
472	Spectator sports	489	Dry cleaning and laundry services
473	Independent artists- writers- and performers	490	Other personal services
474	Promoters of performing arts and sports and a	491	Religious organizations
475	Museums- historical sites- zoos- and parks	492	Grant-making and giving and social advocacy
476	Fitness and recreational sports centers	493	Civic- social- professional and similar organ
477	Bowling centers	494	Private households
478	Other amusement- gambling- and recreation	496	Other Federal Government enterprises
479	Hotels and motels- including casino hotels	497	State and local government passenger transit
480	Other accommodations	498	State and local government electric utilities
481	Food services and drinking places	499	Other State and local government enterprises
482	Car washes	503	State & Local Education
483	Automotive repair and maintenance- except car	504	State & Local Non-Education
484	Electronic equipment repair and maintenance	505	Federal Military
485	Commercial machinery repair and maintenance	506	Federal Non-Military
486	Household goods repair and maintenance	508	Inventory valuation adjustment
487	Personal care services	509	Owner-occupied dwellings



For more information, please contact:

Su Ye
Program Leader, Market Research
Minnesota Department of Agriculture
625 North Robert Street
St. Paul, MN 55155
Tel: 651-201-6384
Fax: 651-201-6114
E-mail: su.ye@state.mn.us
Web: www.mda.state.mn.us