

OUR INDUSTRY, OUR PROMISE



2021–22 State of the U.S. Animal Food Industry Report

ABOUT AFIA

Our Mission

The American Feed Industry Association (AFIA) is committed to representing the total feed industry, as a key segment of the food chain, and member companies' interests with one industry leadership voice on matters involving federal and state legislation and regulation; keeping members informed of developments important to them; creating opportunities to network and address common issues and interacting with key stakeholders essential to the success of the feed and animal agriculture industries.

Our Vision

We envision a future where our members are vital members of their communities, providing the safest and highest-quality food to nourish America's domestic livestock and pets in accordance with appropriate, evidence-based regulatory guidelines and industry best practices. We strive to achieve the adoption of game-changing solutions that will allow our industry to reduce our environmental footprint by promoting key advances while advocating for national policies that keep pace with scientific innovation.

Our Values

- We value providing America's domestic livestock, poultry, aquaculture and pets with safe and nutritious food so they stay healthy throughout their lives and reach their genetic potential.
- We value responsible voluntary programs and science-based regulations that enhance the care of animals, improve the quality, safety and sustainability of the animal food products we manufacture, promote safer workplaces and more efficient business practices.
- We value being transparent about how animal food is manufactured and providing key influencers with more information to make better informed decisions.
- We value scientific research that fosters innovation in agriculture, so more people have access to affordable and healthy meat, milk, egg and seafood products.
- We value fair global trade and mutual respect between trading partners.
- We value working with reliable partners to adopt practices that enhance our sustainability in order to help us protect the environment for our families, neighbors and future generations.



You will have a **VOICE** as part of the total animal food industry association.



We will provide expert legislative and regulatory leadership and **REPRESENTATION**.



We offer confidential individual staff **EXPERTISE** on demand.



We will provide **ENGAGEMENT** opportunities for specialized training, professional education and networking.

Our Four Promises

At the AFIA, we take our promises to members very seriously.
Learn more at: afia.org/4Promises.



Learn more about the benefits of AFIA membership at afia.org/join.



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MESSAGE FROM THE AFIA PRESIDENT AND CEO

By: Constance Cullman

American individualism, and the independence and self-reliance associated with it, is frequently cited as what sets us apart, but it is when we unite that we experience moments of greatness – launching the democratic experiment, defeating tyranny and exploring space all resulted from individuals coming together for a common cause. Working together, we have met challenges, found solutions and created amazing new beginnings.

The U.S. animal food industry knew this to be true in 1909 when the AFIA got its start and remains committed to working together today. Global, and sometimes unexpected, turmoil continued throughout 2021 and into 2022, but through it all, our industry stayed strong, worked together and formed new partnerships along the journey. The AFIA serves as a means to speak with one industry voice about global supply chain challenges, the need for regulatory modernization and the importance of championing the innovative solutions that will allow us all to thrive.

And yet, even as a unified animal food sector, we couldn't do it alone. The U.S. Congress and administration took notice when farmers, ranchers, agribusiness and environmental groups joined us in calling for much-needed regulatory improvements and modern trade policies to ensure they are not left behind as other countries move forward with new feed technologies. The United Nations (U.N.) took notice when the U.S. food and agriculture supply chain was joined by its counterparts around the world in calling for a positive dialogue about sustainable agriculture production, one that discussed real solutions and challenges and valued innovation, instead of one that looked to undo years of scientific progress.

Disruptions in the supply chain will inevitably stay with us throughout 2022 and unfortunately into 2023, but so too will our commitment to work with industry partners and governments around the world to resolve bottlenecks, identify new opportunities and navigate the global uncertainties posed by pandemics, production shortages and political unrest.

The road ahead of us is rough and winding but we know it is wide enough for us all to walk together. The AFIA will be your partner on this road – working together we will thrive.

Constance Cullman



MESSAGE FROM THE AFIA 2021–22 BOARD CHAIR

By: Mike Schuster, Laidig Systems, Inc.

Most of us have had an interesting relationship with the word “promise.” By definition, a promise is a declaration or assurance that a particular thing will happen. We have all promised things in both our personal and professional lives. But let’s be honest, the promise is the easy part; it is the follow-through that requires commitment and action!

A cornerstone of the AFIA is its Four Promises to membership: Voice, Representation, Expertise and Engagement. In my year as Board chair, it was gratifying to watch these promises fulfilled by the outstanding work of the association. The past year saw impressive progress on many issues important to the membership and our industry.

The AFIA has certainly maintained its reputation as a trusted resource for expertise on issues associated with the animal food industry. That expertise is communicated in various platforms to the membership, government officials and through the media. Recently, the AFIA has leveraged these strengths in the form of coalitions with industry partners. It is critical to convey positive messages regarding the animal food industry whenever possible.

One of my initiatives as chair involved working on the AFIA legislative advocacy program. The AFIA provides

A handwritten signature in black ink that reads "Mike Schuster". The signature is written in a cursive, flowing style and is contained within a thin black rectangular border.

representation through effective, sustained communication with legislators on issues important to the industry. This afforded me the opportunity to see firsthand the extensive work of AFIA’s legislative and regulatory team, promoting issues and providing detailed materials to legislators.

The legislative advocacy program also demonstrates one aspect of the AFIA’s commitment to engagement. The program actively promotes the involvement of AFIA members with their local legislators. Materials are provided to simplify contact with legislators through phone calls, email, texts or invitation to AFIA member offices and production facilities.


The return to a more normal travel schedule also has had a very positive effect on the promise of engagement. AFIA’s Purchasing and Ingredient Suppliers Conference, Liquid Feed Symposium, Executive Leadership Summit and Equipment Manufacturers Conference all offered members unmatched educational and networking opportunities. Plans are well underway for the 2022 and 2023 versions of these events. Now is the time to reengage and get involved!


I look forward to another year of productive promise-keeping from the AFIA staff.

IMPACT

By the Numbers:

6,200+ U.S. animal food manufacturing facilities generate:¹

 **\$297+ B** in total sales, including
\$102B in value-added contributions

 **\$22.5B** in local, state & national taxes



\$6.9B =
value of farm products sold to pet food manufacturers² to produce **9.8M** tons of dog & cat food generating **\$30.3B** in pet sales



944,000+
employees earned nearly **\$56B** in total wages



\$48.8B =
the estimated value of feed consumption in 2025 should business continue without any further major COVID-19 disruptions³

¹ Based on 2016 data. [afia.org/economicimpact](https://www.afia.org/economicimpact)

² Based on 2019 data. [afia.org/petfoodreport](https://www.afia.org/petfoodreport)

³ Based on 2020 data for six categories of domestic livestock production. [afia.org/consumptionreport](https://www.afia.org/consumptionreport)

Update on Business Climate

Domestic Supply Chain

Problems shipping via the nation's highways, railways and ports have increased animal food manufacturers' costs for doing business and delayed essential feed deliveries, in some cases at the risk of farm animal welfare. Our industry is dependent on a resilient and robust supply chain system to fulfill its mission of providing safe, high-quality animal food to farmers, ranchers and pet owners in the U.S. and globally. Over the past year, the AFIA joined other food and agricultural associations in communicating these challenges to the Biden administration as part of President Joe Biden's directive on America's supply chains.⁴ These efforts successfully led to the Federal Maritime Commission gaining greater authority to crack down on bad foreign actors that are imposing hundreds of millions of dollars of punitive charges on U.S. agricultural commodity exports from U.S. ports and increased funding to support domestic infrastructure revitalization. U.S. railroad companies are also feeling the pressure from the Surface Transportation Board to be held accountable for nationwide freight rail service delays.



"The conversation is no longer 'what's it going to cost [to ship my goods],' but rather, 'what's it going to take to get it done.'"

— Rodney Nye, senior vice president of business development-dedicated contract services, J.B. Hunt Transport, Inc., on meeting customer demands⁵



Trucking Workforce

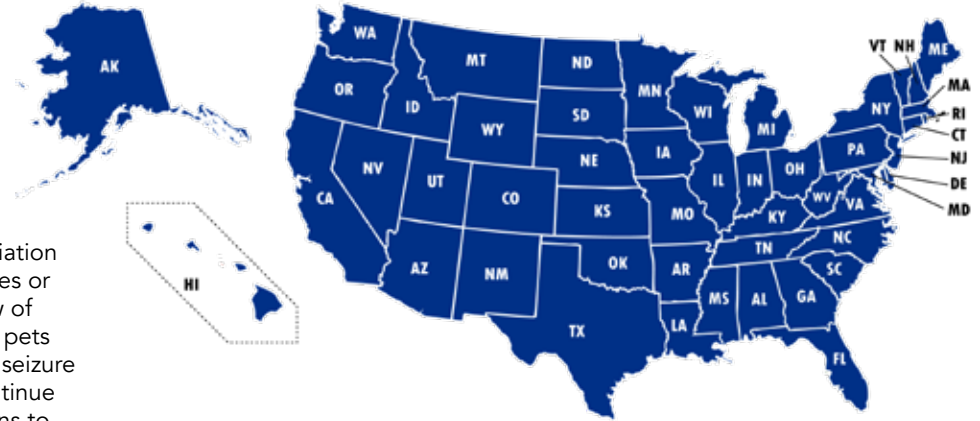
Maintaining a steady, stable workforce is the key for resolving many of the aforementioned COVID-19-exacerbated supply chain issues. One area particularly hit hard is the trucking sector, where many long-haul drivers are retiring, and the next-generation workforce is opting for local, or short-haul positions. The American Trucking Associations estimates that the trucking industry will need to hire 1.1 million new drivers over the next decade – an average of 110,000 annually – to replace retiring drivers and keep up with economic growth.⁵ The AFIA fought hard for establishing a pilot program within the Federal Motor Carrier Safety Administration aimed at allowing employers to create apprenticeship programs for 18-20-year-old drivers to operate commercial motor vehicles in interstate commerce. The association also continues to support legislation that would enhance safety training for emerging members of the transportation workforce and the reduction of Section 301 tariffs, including those on chassis.

⁴ [whitehouse.gov/briefing-room/presidential-actions/2021/02/24/executive-order-on-americas-supply-chains/](https://www.whitehouse.gov/briefing-room/presidential-actions/2021/02/24/executive-order-on-americas-supply-chains/)

⁵ [afia.org/news/afia-blog/where-are-the-supply-chain-boat-tlenecks/](https://www.afia.org/news/afia-blog/where-are-the-supply-chain-boat-tlenecks/)

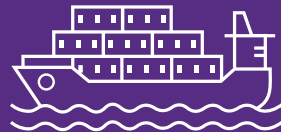
State Issues

The AFIA tracked several state bills on the use of hemp in animal food and the collection of fees from the industry to pay for animal welfare programs. The AFIA joined 15 industry organizations and the Association of American Feed Control Officials (AAFCO) in imploring state agricultural leaders and policymakers to cease and desist enacting a hodgepodge of state regulations on the use of hemp in animal food until the proper federal regulatory reviews are completed to avoid confusion and restrictions in interstate commerce.⁶ The association also spoke up for members being asked to pay more in registration fees or taxes to fund state programs not associated with the regulatory review of their state's feed products (e.g., to fund spay and neuter programs for pets owned by low-income citizens or for staff responsible for the care and seizure of animals during court cases). Looking ahead, the association will continue seeking partnership opportunities with state feed and grain associations to overcome and mitigate these and other state challenges.



Cybersecurity

With increasing geopolitical tensions in Europe, the threat of cyberattack on the U.S. agriculture industry is on the rise. Our industry reported instances of unauthorized users hacking into their computer systems and attempting to initiate ransomware attacks. The AFIA brought in outside experts from the University of Minnesota's Food Protection and Defense Institute and Federal Bureau of Investigation to educate members on the ways they could harden their systems and prevent attacks that could threaten the U.S. feed and pet food supply and cause severe economic damages.



Did You Know?

An estimated **70% of U.S. agricultural exports** and **60% of imports** pass through U.S. seaports.⁷

⁶ afia.org/news/afia-blog/hemp-in-animal-food-sure-it-s-there-but-is-it-legal/

⁷ Farmers for Free Trade letter June 10, 2021.



"It is simply too soon to know whether hemp is safe for farm and ranch animals, as well as for our pets."

— AAFCO letter to state agricultural leaders and policymakers⁹



SAFETY

By the Numbers:



284M tons = amount of food consumed by domestic livestock & pets⁸



- Corn, soybean meal & dried distillers' grains with solubles account for **75%** of the ingredients in compounded feed
- **Beef cattle, hogs & broilers** = top U.S. animal food consumers
- **Iowa, Texas & California** = top animal food-consuming states



875+ = facilities certified in one of AFIA's Safe Feed/Safe Food certification programs⁹

2.5%
= amount of growth expected for feed in 2025 should no major COVID-19 disruptions continue to impact business¹⁰

⁸ Based on 2019 data. [afia.org/consumptionreport](https://www.afia.org/consumptionreport)

⁹ Based on AFIA data as of June 2022.

¹⁰ Based on 2020 data for six categories of domestic livestock production. [afia.org/consumptionreport](https://www.afia.org/consumptionreport)

Update on Feed & Food Safety

Inspections

Routine animal food safety inspections resumed this year after being disrupted by the COVID-19 pandemic throughout most of 2020-21. The AFIA has been communicating to members about the ways they can improve compliance with the Food Safety Modernization Act (FSMA) requirements, including preparing for the Food and Drug Administration's new comprehensive inspection approach, where state and federal inspectors cover multiple inspections at once, improving efficiency and reducing facility down time. The association continues to offer training resources, including the Food Safety Preventive Controls Alliance - (FSPCA) Preventive Controls for Animal Food training, which help industry members become compliant with regulations.

Viruses in Feed

In July 2021, African swine fever (ASF) reached the shores of the Dominican Republic, the first time since 1980 the disease has been detected in the Western Hemisphere. The AFIA team has been readying its crisis preparedness plans and providing members with resources to improve their biosecurity protocols. Recent research conducted by Kansas State University showed possible ways ASF could be introduced into feed mills and the extremely difficult nature of eliminating it. Working with the pork industry and the Institute for Feed Education and Research (IFEEDER), the AFIA commissioned a study to evaluate methods for disinfecting feed manufacturing facilities, particularly equipment that is not meant to be disinfected. Efforts are also underway to work with the federal government to minimize trade disruptions in the event of an ASF outbreak (see "Animal Disease Trade Impacts" page 14).



"An outbreak of ASF in the U.S. would be devastating not only to the U.S. pork industry, but its effects would be felt throughout agriculture and the animal food industry as well. We all have a role to play in prevention, preparedness and response related to ASF."

— Cassandra Jones, Ph.D., undergraduate research coordinator, Kansas State University, and Leah Wilkinson, vice president of public policy and education¹¹

¹¹ afia.org/news/afia-blog/are-you-ready-for-african-swine-fever/

Safe Feed/Safe Food Certification

Since 2004, the Safe Feed/Safe Food (SF/SF) certification program has encouraged manufacturing excellence by going beyond existing regulations to bolster feed and food safety. With over 875 facilities certified in at least one of four programs, it's clear that this voluntary program's benefits are recognized and valued by companies and customers alike. The SF/SF certification program is viewed favorably by regulators, may be used as a risk-ranking variable, and certified facilities may receive fewer, shorter or less frequent inspections due to their preparedness and dedication to food safety. Over the past year, the AFIA staff have showcased the program's benefits in trade publications and via a new award-winning website at safefeedsafefood.org.



Update on Worker Health & Safety

Safe Workplaces

The Occupational Safety and Health Administration (OSHA) published its COVID-19 emergency temporary standard (ETS) in the fall of 2021, setting into motion a host of employee vaccination requirements in the workplace. Legal challenges to the ETS mounted quickly, and the AFIA joined others throughout the agricultural community in voicing opposition to the standard on the grounds that most member facilities had already voluntarily taken steps to promote healthy work environments and that it could have the unintended consequence of exacerbating labor challenges. The groups contended it could also result in government overreach of the types of workplace hazards OSHA has the authority to regulate. Ultimately, the Fifth U.S. Circuit Court of Appeals blocked enforcement of the workplace vaccine-and-testing mandate for all but the healthcare industry, citing "serious constitutional concerns" and its harm to businesses. The AFIA continues to monitor COVID-19's impact on workplace regulations and encourage members to act in good faith to promote healthy and safe workplaces as responsible members of their communities.



"It's difficult to put a price tag on earning trust from our customers."

—Fred Molenaar, quality assurance manager, Zinpro, on the value of being SF/SF-certified¹²

¹² afia.org/news/afia-blog/earning-trust-with-customers-through-sf-sf/

COMPETITIVENESS

By the Numbers:

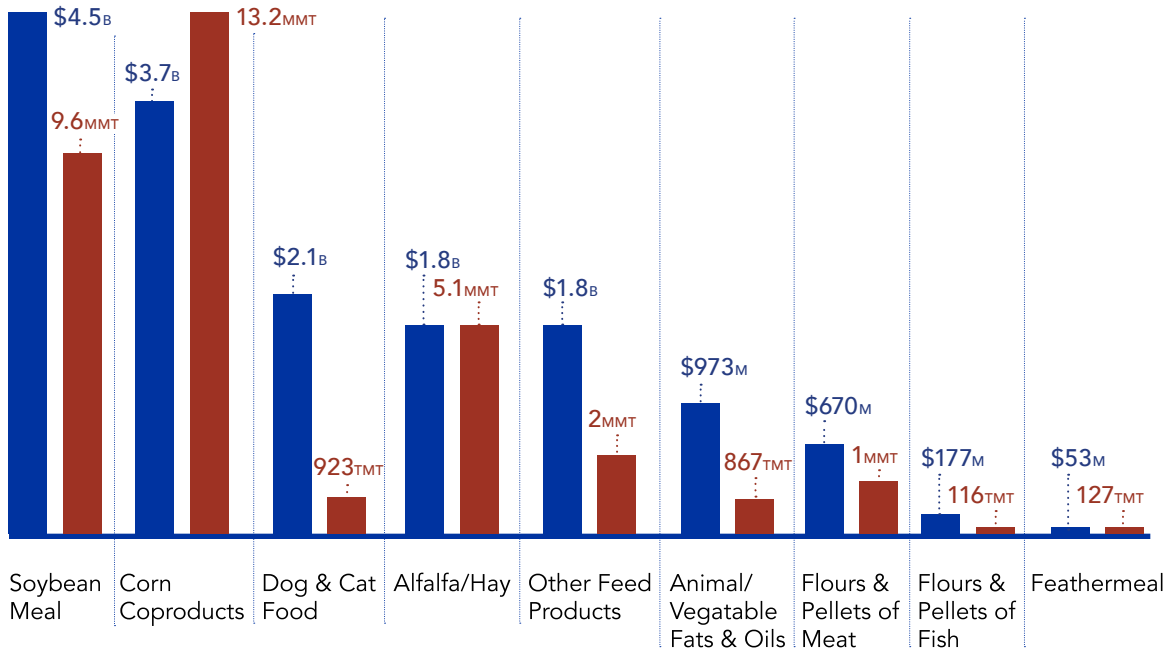
\$15.7B

= total value of U.S. animal food industry exports¹³

32.9 MMT*

= total volume of U.S. animal food industry exports

By Value & Volume*



*MMT - million metric tons / TMT = thousand metric tons

¹³ [afia.org/news/afia-blog/2021-u-s-animal-food-export-data-is-in/](https://www.afia.org/news/afia-blog/2021-u-s-animal-food-export-data-is-in/)

¹⁴ When including products such as feed additives, premixes, distillers dried grains with solubles, soybean meal, alfalfa and hay products, animal meals and pet food.

Top 5 Export Destinations (By Value & Volume)



Canada



Mexico



China



Japan



South Korea

- 22%**
 = value U.S. animal food exports increased in 2021 vs. 2020¹⁴
- 2.7%**
 = volume U.S. animal food exports increased in 2021 vs. 2020¹⁴
- 41%**
 = exports to China alone year-over-year
- 19%**
 = overall pet food exports in value in 2021 vs. 2020¹³

Meeting Customer Demands

Ingredient Approvals

Farmers' and ranchers' animal production needs are changing and so are the attitudes of today's pet owners. To accommodate shifting demands, animal food companies work to bring innovative ingredients to the marketplace that could improve the safety, quality and nutrition of feed and pet food, but often see these ingredients stuck in limbo at the FDA, costing innovators an average \$1.75 million annually in revenue per ingredient.¹⁵ Along with several champions in Congress, the AFIA is advocating for increased funding for the FDA's Center for Veterinary Medicine (CVM) to hire and onboard new staff to relieve the strain on the staff's limited resources. With continued growth in this area expected, the association is angling to remove more regulatory hurdles slowing down the approval of new ingredients.

Animal Disease Trade Impacts & APHIS Export Certificates

If the recent supply chain woes are any indication, a stoppage of trade in one area can grind everything to a halt. Over the past year, the AFIA has been engaging with several association partners to amend potentially devastating language in the Animal and Plant Health Inspection Service's (APHIS) export certificate for animal-based feed and pet food products – the Veterinary Services 16-4 form – that would stop the export of all U.S. animal-based feed and pet food products (including aquaculture-based) should there be an outbreak of any of the listed animal diseases (e.g., ASF) in the country.¹⁶ Not only has the association been working to avert the devastating economic ramifications that could come with a sudden stoppage of trade of these products, but it has also been advocating for APHIS to dedicate the necessary resources to address ongoing industry export facility inspection and certificate slowdowns.



Russia-Ukraine War

Russia's invasion of Ukraine, combined with weather challenges in South America and ongoing COVID-19-exacerbated supply chain disruptions, continue to add volatility to the marketplace, raising demand and prices for all products and highlighting the need to diversify ingredient sources. The AFIA has been monitoring the geopolitical situation and working with U.S. agriculture partners to support America's efforts to alleviate trade challenges and maximize the ability for U.S. farmers, processors and input suppliers to ensure global access to feed and food.

“Even if you do not manufacture an animal-based product yourself, but your U.S. customer does, this will impact your business!”



— Mallory Gaines, director of market access and trade policy, AFIA, on the threat to trade if ASF invalidates APHIS's animal health export certificate¹⁶

¹⁵ According to an IFEEEDER report. afia.org/issues/ingredient-availability-cost-effectiveness

¹⁶ afia.org/news/afia-blog/vs-16-4-what-is-it-good-for/

International Standard Setting

For two decades, the AFIA, either on its own or through the International Feed Industry Federation, has participated in Codex Alimentarius (Codex) committees to develop and defend science- and evidence-based international standards on animal feed. This engagement recently bore fruit, with the conclusion of the five-year task force on antimicrobial resistance and the approval of a code of practice and guidelines, which provides countries with science-based guidance on containing foodborne antimicrobial resistance in the food chain. The association also participated in a review of the risk of carryover of unavoidable and unintended residues of drugs in feed. The committee determined that it was a low food safety risk and concluded that the Code of Practice on Good Animal Feeding did not need to address this topic further.



Keeping Trade Doors Open

The Biden administration's prioritization of domestic over international policy has put U.S. animal food exporters at a competitive disadvantage in the global marketplace. While other countries are forging ahead with multilateral trade agreements to fulfill the growing need for animal protein and quality pet food worldwide, the United States is sitting on the sidelines. Our industry relies on exports to sustain prices, revenue and jobs. The AFIA called on the administration to fill key leadership posts to advocate for U.S. agriculture and for renewal of the Trade Promotion Authority to give the president the ability to negotiate trade agreements with the support of Congress.

The AFIA is also working to strategically increase market access in priority countries.

China

The AFIA has been working to improve China's animal production and distribution system through technical exchanges, building demand for U.S. feed additives to enhance the productivity and profitability of China's supply chain. The association is also collaborating with the U.S. government to hold China accountable to its phase one trade commitments and calling for a reduction in retaliatory tariffs.



Vietnam

Although Vietnam's dog and cat food sales have nearly doubled in the past five years due to a growing middle class adopting pets and shift toward feeding complete diets rather than table scraps, demand still remains low. Because of this low demand and stringent product registration requirements, only three companies supply 73% of this market.¹⁷ The AFIA has boots on the ground in Vietnam working to educate consumers about the importance of complete and balanced pet food diets to the health and welfare of pets and how U.S. suppliers can play a role in improving pet health.



Brazil

Brazil boasts the 12th largest developing economy globally and its hunger for animal protein is growing. Simultaneously, the Latin American country is increasing its beef exports. With both domestic and export growth opportunities, Brazil could benefit from the efficiency of U.S. animal feed ingredients. The AFIA will conduct a market assessment of the Brazilian marketplace with funds from the U.S. Department of Agriculture Foreign Agricultural Service's Emerging Markets Program.



¹⁷ [afia.org/news/afia-blog/we-thrive-on-overcoming-trade-barriers-creating-market-access/](https://www.afia.org/news/afia-blog/we-thrive-on-overcoming-trade-barriers-creating-market-access/)

CLIMATE

By the Numbers:

Over 40% of ingredients used in feed are coproducts or byproducts from other industries,¹⁸ which means roughly **113.6M tons** of materials are diverted from landfills annually, avoiding approximately **61.3M metric tons** of carbon dioxide & **7.4M metric tons** of methane emissions, all while helping to produce **billions of servings** of protein annually!¹⁹



"If you reduce methane by livestock by 30%, by food additives or different feed, or you capture the methane to biogas – take the manure and use it as biofuel – then you have made livestock production more sustainable."

—Tom Vilsack, secretary for the U.S. Department of Agriculture, on the use of feed additives²⁰



AFIA Stands Up Sustainability Committee

Last year, the AFIA Board of Directors approved the creation of a Sustainability Committee to address the total needs of the animal food industry. The committee focuses on advancing the feed industry as a solution provider to climate change in national and international dialogues, identifying and exploring member and supply chain needs and partnering with IFEEDER on a sustainability road map for the industry.

¹⁸ Based on 2019 data. [afia.org/consumptionreport](https://www.afia.org/consumptionreport)

¹⁹ Based on rough AFIA member estimations.

²⁰ [theguardian.com/environment/2021/nov/06/americans-can-eat-meat-while-cutting-global-heating-says-agriculture-secretary](https://www.theguardian.com/environment/2021/nov/06/americans-can-eat-meat-while-cutting-global-heating-says-agriculture-secretary)

Update on Animal Nutrition's Role in Sustainability

Environmental Policies

The Biden administration is focusing on climate change, and nothing could have made that point clearer than the Securities and Exchange Commission's (SEC) release of a proposal to require publicly traded companies to disclose certain climate-related information, including corporate greenhouse gas (GHG) data. The proposal follows an executive order President Biden issued that aims to integrate environmental, social and governance (ESG) reforms throughout the federal government to address climate change. While our industry is working diligently to decrease its environmental footprint, substantiation for ESG claims and emissions targets are difficult to quantify and companies may face potential liabilities if such disclosures are false or misleading to investors or consumers. The AFIA has voiced concerns to the SEC to evaluate the burdens and costs it could place on non-registrant, value chain participants, who may not currently have the resources to provide robust emissions data.

Label Claims

The global use of animal food ingredients to address environmental protection is soaring with the development of innovative products demonstrating proven efficacy and safety. However, the FDA maintains an outdated policy that regulates feed additives with certain environmental label claims as "drugs" rather than "animal foods" – a major barrier impacting the industry's ability to compete globally, when other countries are utilizing this technology four to five years ahead of the United States. The overall agricultural industry, federal agencies and Capitol Hill have recognized the potential for feed additives in helping the U.S. meet its climate change goals, and the AFIA has been working to improve the regulatory environment for their approval and evaluate potential for on-farm adoption. This year, the AFIA also had the first-ever opportunity to speak to an engaged regulator audience at the USDA's Agriculture Outlook Forum on ways the industry is improving its environmental footprint and how agencies could work together to modernize regulations currently barring technology adoption.

Global Feed LCA Institute

Recognizing that animal feed plays a critical role in measuring animal protein's environmental footprint, the AFIA has been working as part of an international consortium to establish and put into practice a globally accepted framework



for calculating the life cycle analysis (LCA) of animal feed. Global references indicate that feed contributes to 63% of total GHG emissions from pig, 42% of emissions from cattle and 78% from chicken production. This year, the AFIA has been educating members and industry stakeholders on the newly available tools, based on the latest scientific progress in environmental footprinting and other technologies, which will enable and accelerate the transition of the livestock economy toward a net-zero emissions sector.





UN Food Systems Summit

It was all hands-on deck in preparation for the much-anticipated United Nations Food Systems Summit (UNFSS), where heads of governments, nongovernmental organizations and businesses gathered to make formal commitments on the ways they plan to transform their food systems to achieve the U.N.'s ambitious Sustainable Development Goals. The AFIA took a lead role with the U.S. agricultural community in ensuring the U.S. government and other stakeholders prioritized science and innovation, diverse diets and diverse food systems while recognizing the countless contributions from animal food manufacturers and others in the U.S. agricultural value chain as solution providers in solving growing food security and nutrition challenges. The UNFSS served as the starting point for further international dialogues on transforming food systems, and the AFIA committee continues to work in concert with other organizations to monitor ongoing global conversations that demonize the agriculture industry and seek to remove nutritious animal protein from plates.

EDUCATION

By the Numbers:

The AFIA has seen a return to in-person programs over the past year, welcoming members back safely to various networking and educational events.

Purchasing & Ingredient Suppliers Conference August 2021 Orlando, FL	 400 ATTENDEES	21 SPONSORS	
Liquid Feed Symposium September 2021 Chicago, IL	 107 ATTENDEES	25 SPONSORS	
Executive Leadership Summit October 2021 Lake Tahoe, NV	 81 ATTENDEES	10 SPONSORS	
Equipment Manufacturers Conference November 2021 New Orleans, LA	 46 ATTENDEES	30 SPONSORS	Raised \$26,000 FOR THE EMC SCHOLARSHIP FUND
International Production & Processing Expo January 2022 Atlanta, GA	 22,000 REGISTERED ATTENDEES FROM 110 COUNTRIES		1,121 EXHIBITORS; 556,347 SQ. FT.
Feed Education Program January 2022 Atlanta, GA	 453 REGISTERED ATTENDEES		
Animal Agriculture Summit January 2022 Atlanta, GA	 562 REGISTERED ATTENDEES		
Pet Food Conference January 2022 Atlanta, GA	 304 ATTENDEES	11 SPONSORS	
Business Continuity in Times of Disruption January 2022 Atlanta, GA	 64 ATTENDEES		
Purchasing & Ingredient Suppliers Conference March 2022 San Francisco, CA	 310 ATTENDEES	22 SPONSORS	
AFIA/KSU 500 Fundamentals of Feed Manufacturing Online 2021-22	 282 TOTAL ATTENDEES		OFFERED 7 SESSIONS
AFIA/KSU 500 On-Demand Modules	 72 MODULES VIEWED IN 2021		

Liquid Feed Symposium Celebrates 50 Years

The AFIA held its 50th Liquid Feed Symposium (LFS) in 2021 in Oak Brook, Ill., celebrating the rich history of liquid feed and the many years of meeting together at the symposium. Highlights from the celebration included a “Walk Down Memory Lane” showcase (pictured at right), featuring an industry timeline and liquid feed artifacts, a video detailing the history of liquid feed, the induction of the very first Liquid Feed Committee from 1970 into the Liquid Feed Hall of Fame and a live auction, which raised a record-breaking \$14,110 for the Kenny Berg Research and Education Fund.



2022-23 Calendar of Events

EQUIPMENT MANUFACTURERS CONFERENCE

Nov. 9-11, 2022
St. Petersburg, FL

INTERNATIONAL PRODUCTION & PROCESSING EXPO

Jan. 24-26, 2023
Atlanta, GA

PET FOOD CONFERENCE

Jan. 24, 2023
Atlanta, GA

PURCHASING & INGREDIENT SUPPLIERS CONFERENCE

March 7-9, 2023
Orlando, FL

LIQUID FEED SYMPOSIUM

Sept. 12-14, 2023
Louisville, KY



Visit afia.org/events to learn more.



“I have never left a PISC meeting without a new contact or two that I feel could benefit my business.”

—Lisa Van Kley, purchasing manager, Belstra Milling Co., on the value of attending AFIA’s Purchasing and Ingredient Suppliers Conference



OUR HEROES

Leaving a Legacy

Below are awards given during AFIA's 2021-22 fiscal year.
Visit afia.org/awards for a complete collection of awards.



2021 AFIA/Kansas State University Feed Manufacturing Lifetime Achievement Award
Bill McLean,
The Essmueller Company



2021 Distinguished Service Award
Rurik B. "R.B." Halaby,
formerly with AgriCapital Corporation



2021 Friend of Pet Food Award
George Fahey, Ph.D.,
University of Illinois at Urbana-Champaign (left)
Dennis Jewell, Ph.D.,
formerly of Hill's Pet Nutrition (right)



2021 Member of the Year
The 2021 AFIA membership for their
response to COVID-19



2021 Honorary Board Director
Steve Kopperud,
SLK Strategies, posthumously named

2021 Nutrition Awards

- **AFIA/American Dairy Science Association's Nutrition Research Award**
Alexander Hristov, Ph.D., The Pennsylvania State University
- **AFIA/Federation of Animal Science Societies' New Frontiers in Animal Nutrition Award**
Mike Tokach, Ph.D., Kansas State University
- **AFIA/American Society of Animal Science's Award in Nonruminant Nutrition Research**
Eric van Heugten, Ph.D., North Carolina State University
- **AFIA/American Society of Animal Science's Award in Ruminant Nutrition Research**
Lance Baumgard, Ph.D., Iowa State University
- **AFIA/Poultry Science Association's Poultry Nutrition Award**
Sergio Vieira, Ph.D., Universidade Federal do Rio Grande do Sul



Feed Facility of the Year

In coordination with Feedstuffs and after a brief hiatus due to the coronavirus pandemic, the AFIA relaunched its Feed Facility of the Year (FFY) program with enhanced features in 2021. The new and improved program now includes more awards within each category (e.g., highest scores for safety, quality and food safety and production efficiency) and top awards for each category, instead of one overall winner.

The AFIA congratulates the following 2021 award recipients:



Liquid Feed Facility of the Year
PerforMix Nutrition Systems, Rupert, Idaho



Premix/Ingredient Feed Facility of the Year
Belstra Milling, DeMotte, Ind.



Integrator Feed Facility of the Year*
Sanderson Farms, Collins, Miss.

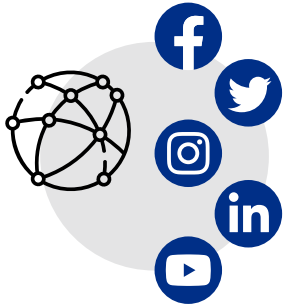
**Offered with support from the U.S. Poultry and Egg Association*



Commercial Dry Feed Facility of the Year
Kent Nutrition Group, Mason, Mich.

CONNECTING

By the Numbers*:



Facebook followers: **3,363**

Twitter followers: **3,619**

Instagram followers: **570**

LinkedIn followers: **2,681**

YouTube subscribers: **318**

*at the end of 2021-22 FY

Blogs You Loved the Most:



Going Back to College For a 24-Minute Lecture on Livestock and the Environment



Animal Food Additives Missing from the Colorful Palette of Livestock Production Choices



Better Buy Bacon



When Food Doesn't Make it into Your Shopping Cart Where Does It Go? We Have One Answer



AFIA Now Has Boots on the Ground in Vietnam



On-Demand Feed Modules Offer Convenient Training

Select content from the well-respected AFIA/KSU-500, "Fundamentals of Feed Manufacturing," online course is now available in smaller segments both online and on-demand. Employees can sign up for and take any of the available courses when it best fits their schedules. Learn more at afia.org/afia-ksuondemand.

State the #FeedFacts:

DYK? The AFIA has a library of feed industry information and statistics and multimedia content members can use at afia.org/FeedFacts.



American Feed Industry Association

GIVING BACK

Across the U.S. animal food industry, our members consistently go above and beyond to help feed people and pets in their communities and across the world. At the AFIA, our small staff also does its part to give back.

- For the second year in a row, the AFIA staff volunteered at the Arlington Food Assistance Center (AFAC), which provides essential food items to families in need in the Arlington, Va., area. This year, the staff bagged 550 packages of beans and oatmeal.
- In honor of the late actress Betty White, an avid animal lover and advocate, many AFIA staff donated to the Animal Welfare League of Arlington to buy much-needed pet food for dogs and cats waiting for their furr-ever homes. This effort was spurred by the social media #BettyWhiteChallenge.
- For the first time, the AFIA conducted a blood drive at its August 2021 PISC to assist in the nationwide blood shortage, collecting over a dozen units of blood with the potential to save 30 American lives.
- In lieu of printed holiday cards, the association made a generous donation to Heifer International, which works to end hunger and poverty by supporting local farmers and their communities.



DID YOU KNOW?

38M Americans, including roughly
12M children, are food insecure.²¹

²¹ Feeding America. feedingamerica.org/hunger-in-america

²² afia.org/news/afia-blog/small-things-add-up/



“Where there is more work to be done, I am so grateful to be part of an organization (and industry) that values giving back.”

— Victoria Broehm, senior director of communications, AFIA, on volunteering at AFAC²²



Reach a member of the AFIA staff at afia.org/staffdirectory or contact us below.

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