

# Fertilizer Grows Jobs

Feeding Crops While

Growing the U.S. Economy



Committed to safe, secure, and sustainable production, distribution, and use of plant nutrition.

FERTILIZERJOBS.ORG

GRAND TOTALS 	
<b>487,330</b> Jobs	<b>\$34.31B</b> Wages

FERTILIZER JOBS 
<b>32,662</b> <b>Manufacturing Jobs in the United States</b> Nitrogen, phosphorus, potassium, and secondary and micronutrients are all necessary for plants to grow, and all are produced in the United States. Phosphorus and potassium are mined from natural deposits, and nitrogen fertilizer is produced in a chemical process that relies upon natural gas as a feedstock.

<b>56,420</b> <b>Retail Jobs in the United States</b> Retailers sell fertilizer and related services, including agronomic advice, custom blending, and application, directly to farmers. Whether they are small businesses with one or two locations, or regional and national networks – including farmer-owned cooperatives – retailers have a positive economic impact in all 50 states.
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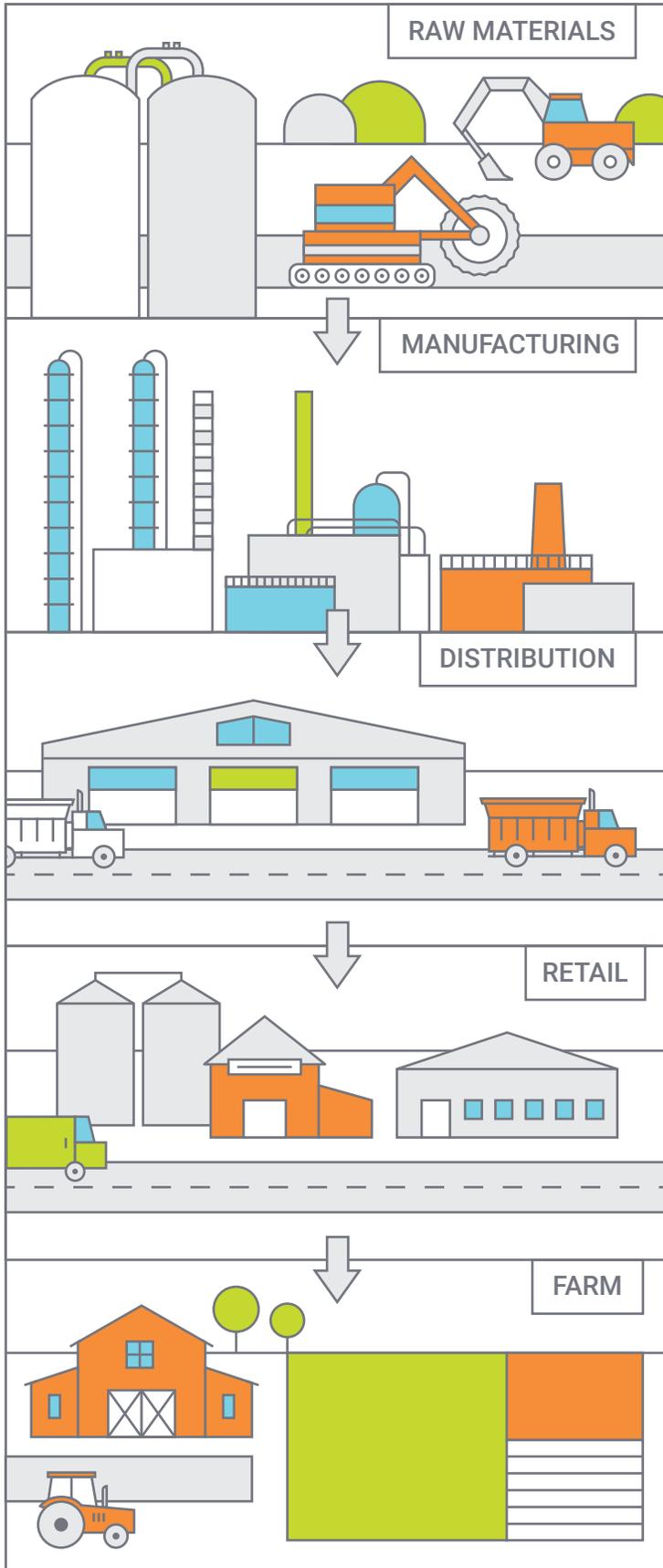
<b>14,657</b> <b>Terminal &amp; Wholesale Jobs in the United States</b> Wholesalers and terminal operators serve as a critical link between fertilizer producers and retailers. Companies in this sector offer larger scale purchasing power and storage facilities that help fertilizer retailers manage risk in the national and international fertilizer market.
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ECONOMIC IMPACT 
<b>\$130.85B</b> <b>Economic Impact for the United States</b> This includes the direct contribution, supplier contribution, and downstream positive impact of the fertilizer industry on the U.S. economy.

<b>\$8.89B</b> <b>Transportation Economic Impact for the United States</b> Fertilizers must be transported from manufacturing plants to wholesale facilities and ultimately retailers. Modes of transport include rail, truck, pipeline, and barge.
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TAXES PAID 	
<b>\$7.00B</b> State Taxes for the United States	<b>\$7.63B</b> Federal Taxes for the United States

FERTILIZER MEANS FOOD 
<b>Crops, Fruits, Nuts, &amp; Vegetables:</b> Fertilizer provides the nutrients that farmers need to grow crops, and in 2019 the U.S. fertilizer industry made possible the production of \$188.78 million worth of vegetables, fruit, nuts, and food for livestock in the United States.
<b>Animals, Meat, &amp; Milk:</b> Livestock food, grown with fertilizers, helps create an additional \$177.53 million worth of meat, milk, and other products such as eggs in the United States.



## About the Fertilizer Industry

Fertilizer is a key ingredient in feeding a growing global population, which is expected to surpass 9.5 billion people by 2050. Half of all food grown around the world today, for both people and animals, is made possible through the use of fertilizer. As demand continues to grow, farmers around the world will continue to rely on fertilizer to increase production efficiency to produce more food while optimizing inputs and using less land.

### WHO IS INVOLVED?

The fertilizer industry is made up of companies who represent the entire supply chain from production to distribution to retail, all working together to deliver fertilizer to farmers in a safe, timely, and sustainable manner. The United States is the fourth-largest producer of nitrogen-based fertilizers in the world and the second largest producer of phosphate. The U.S. fertilizer industry generates more than \$131 billion in economic benefit and provides 103,739 direct jobs and 383,591 indirect jobs for a total of 487,330 U.S. jobs.

### POLICY PRIORITIES

#### Environmental Stewardship And Sustainability

Just as important to the sustainable production of fertilizer is the sustainable use of fertilizer on the farm. 4R Nutrient Stewardship (use of the right fertilizer source at the Right Rate, the Right Time, and in the Right Place) is a framework for sustainable nutrient management. Helping farmers maximize crop yields while protecting air and water resources is an ongoing challenge. Use of more nutrients than plants need, and conversely, the use of too few nutrients, can have negative impacts on the environment and farm profitability. The industry is committed to these principles and takes an active role with our customers and stakeholders to enhance 4R adoption. These efforts are helping address regional hotspots where excess nutrients are contributing to impaired water quality.

#### Transportation

Because fertilizer is produced near natural resource deposits and not near most farms, a reliable transportation network is vital to moving fertilizer around the nation. Generally, a ton of fertilizer might travel by ocean-going ships, railroads, trucks, and river barges before reaching the farmer. Disruptions in service, especially rail, can negatively impact a farmer's ability to apply the right fertilizer at the right time.

#### Safety & Security

The safety and security of employees and the communities located near fertilizer production and retail facilities is a top concern for the industry. ResponsibleAg, a voluntary stewardship program, serves the industry as a resource for retail agribusinesses working to comply with federal environment, health, safety, and security regulations.

#### Energy

The production of fertilizer is energy intensive. Natural gas is used in the production of nitrogen and in manufacturing dry phosphate fertilizers. Natural gas can account for between 70 and 90 percent of the nitrogen fertilizer manufacturing cost. Government policies that encourage fuel switching to natural gas from other sources may affect demand by creating energy supply or pricing issues. This can impact the U.S. fertilizer industry's competitiveness in the global market.