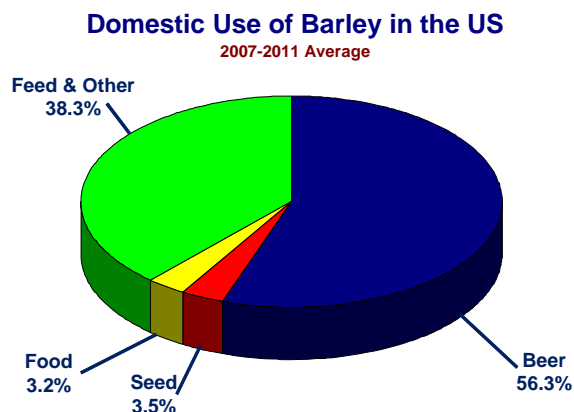


ECONOMIC SIGNIFICANCE OF BARLEY

One of the strengths of the U.S. economy is its crop production and agricultural based industries. Crop and value-added product exports reduce the unfavorable trade balance and generate new employment, grower income, and federal revenue. Maintenance of U.S. dominance in agriculture requires continuing efforts to improve crop productivity and quality. This effort assures that U.S. agricultural production can supply domestic demands and U.S. agricultural products can compete in world markets. This can only be accomplished by investing in strong agricultural research programs that keep the U.S. at the forefront of the development and implementation of new agricultural technologies.



Barley is a significant U.S. crop. Barley production has averaged 219 million bushels per year with an estimated annual value of \$761 million as a raw agricultural commodity (2002-2011).

Barley producers stimulate the rural economy through the purchase of fertilizer, seed, chemicals, fuel, labor, etc. These variable cash expenses averaged \$446 million annually (2006-2010).

The impact of barley on the U.S. economy is even more significant if the value-added products resulting from its utilization as an animal feed, in malt beverages, and in food products are considered. The economy also benefits from exports which annually average (2007-2011) \$96 million for barley and its milled products, \$219 million for malt and malt extracts, and \$304 million for beer.

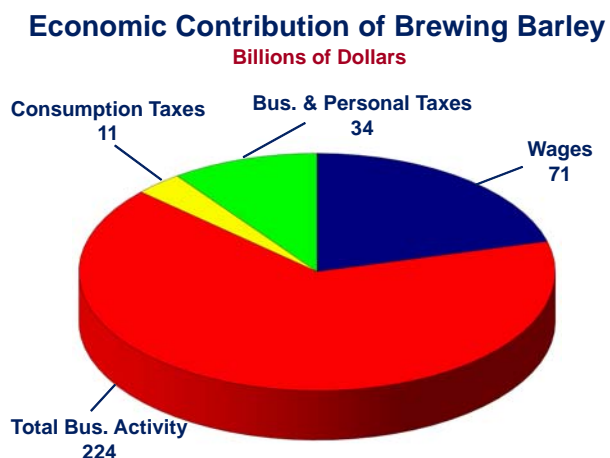
BARLEY BALANCE SHEET

ANNUAL FEDERAL RESEARCH INVESTMENT	ANNUAL RETURN ON INVESTMENT
\$ 14.0 USDA-Agricultural Research Service (ARS)	\$ 0.8 Raw agricultural commodity
2.2 USDA-NIFA Triticeae CAP	223.8 Brewing industry business activity
0.2 Other USDA-NIFA Barley Funding	3.6 Federal excise tax revenue
0.0 Special Research Grants	17.0 Federal income tax
NA Formula Funds	2.4 Value-added use as feed
\$16.4 Million*	NA Value-added use as food
	\$247.6 Billion

*FY2012 Funding Levels: NA: Not Available

ECONOMIC CONTRIBUTION OF THE BREWING INDUSTRY

Barley is a critical and primary raw material for beer. **Without malting barley, there would be no beer.** The economic value of the U.S. brewing industry is substantial.



BARLEY: ECONOMIC SIGNIFICANCE BY STATE

State	Annual ¹ Production	Crop ¹ Value	Economic Contribution of the Brewing Industry ²				Malt Plants	Other Uses
			Employment	Total Bus. Activity	State & Local Taxes ³	Brewers		
	(million bu)	(million \$)		(million \$)	(million \$)			
Alabama			16,672	1,342	231	6		
Alaska	0.2	0.6	2,980	300	38	13		
Arizona	4.5	14.0	32,050	3,026	322	28	Livestock feed.	
Arkansas			6,136	578	73	9		
California	3.9	12.4	229,746	33,242	3,201	273	Livestock feed.	
Colorado	8.0	29.4	78,581	18,562	1,726	121	1 Livestock feed.	
Connecticut			16,076	1,305	212	17		
Delaware	1.8	3.5	3,911	386	28	9		
Florida			130,310	13,754	1,532	47		
Georgia			59,286	7,455	821	36		
Hawaii			7,904	752	93	10		
Idaho	48.8	187.6	8,160	732	78	21	3 Livestock feed.	
Illinois			71,981	8,287	835	49	Distillers.	
Indiana			33,015	2,418	304	31		
Iowa			18,009	1,255	156	19		
Kansas	0.4	1.1	13,983	1,054	146	16	Livestock feed.	
Kentucky	0.6	1.4	17,496	1,540	193	9	Distillers.	
Louisiana			27,957	2,111	258	10		
Maine	1.2	2.6	8,328	565	73	32		
Maryland	2.9	6.2	29,743	2,343	339	25		
Massachusetts			44,391	5,482	548	47		
Michigan	0.6	1.3	56,437	5,151	550	82	Livestock feed.	
Minnesota	6.1	20.5	27,701	2,778	246	33	3 Livestock feed.	
Mississippi			8,832	666	106	1		
Missouri			83,594	17,219	2,173	53		
Montana	37.2	140.7	7,551	615	44	32	1 Livestock feed.	
Nebraska	0.2	0.3	11,036	820	98	15	Livestock feed.	
Nevada	0.2	0.6	15,039	1,395	169	18	Livestock feed.	
New Hampshire			8,985	1,231	117	15		
New Jersey	0.1	0.3	48,245	6,292	762	30		
New Mexico			8,793	638	95	20	Livestock feed.	
New York	0.6	1.5	99,178	13,229	1,453	73	Livestock feed.	
North Carolina	1.1	2.5	48,469	4,622	583	40	Livestock feed.	
North Dakota	67.8	234.2	4,244	300	32	3	1 Livestock feed.	
Ohio	0.3	0.6	76,265	9,094	897	48		
Oklahoma			16,172	1,375	154	13	Livestock feed.	
Oregon	2.9	8.6	25,595	2,438	170	102	Livestock feed.	
Pennsylvania	3.6	9.4	59,994	6,940	535	78	Livestock feed.	
Rhode Island			4,985	424	44	7		
South Carolina			23,753	1,827	286	12		
South Dakota	1.6	4.7	5,562	373	42	5	Livestock feed.	
Tennessee			29,692	2,520	508	19	Distillers.	
Texas			146,070	19,661	1,997	60	Livestock feed.	
Utah	2.4	6.8	8,373	769	61	16	Livestock feed.	
Vermont			4,496	351	44	18		
Virginia	3.4	6.6	42,674	5,269	562	35	Livestock feed.	
Washington	12.1	37.0	41,180	4,064	438	116	1 Livestock feed.	
West Virginia			7,510	538	76	7		
Wisconsin	1.5	3.7	52,110	6,086	489	78	4 Livestock feed.	
Wyoming	5.9	23.4	2,855	212	21	12	Livestock feed.	
Total U.S.	219.0	760.5	1,836,342	223,755	24,034	1,875	14	

¹ Average annual production and crop values (2002-2011). (Source: USDA/NASS). Data not available for all years for some minor states.² Source: Economic Impact, 2010 Prepared for the Beer Institute by John Dunham and Associates.³ State and local taxes - business, personal, sales & excise.

MAJOR & REGIONAL BREWERS IN THE UNITED STATES¹

STATE	COMPANY	CITY
Alaska	Alaskan Brewing & Bottling Co.	Juneau
Arizona	Four Peaks Brewing Co.	Tempe
California	Anchor Brewing Co.	San Francisco
	Anderson Valley Brewing Co.	Boonville
	Anheuser-Busch, Inc.	Fairfield
	Anheuser-Busch, Inc.	Los Angeles
	Ballast Point Brewing Co.	San Diego
	Bear Republic Brewing Co.	Hearldsburg
	Firehouse Brewing Co.	San Diego
	Firestone Walker Brewing Co.	Paso Robles
	Gordon Biersch Brewing Co.	San Jose
	Karl Strauss Breweries	San Diego
	Lagunitas Brewing Co.	Petaluma
	Lost Coast Brewery and Café	Eureka
	Mendocino Brewing Co.	Ukiah
	MillerCoors, LLC	Irwindale
	North Coast Brewing Co.	Fort Bragg
	Pyramid Breweries	Berkley
	Sierra Nevada Brewing Co.	Chico
	Stone Brewing Co.	San Marcos
Colorado	Anheuser-Busch, Inc.	Fort Collins
	Avery Brewing Co.	Boulder
	Boulder Beer Co.	Boulder
	Breckenridge Brewery	Denver
	Great Divide Brewing Co.	Denver
	Left Hand Brewing Co.	Longmont
	MillerCoors, LLC	Golden
	New Belgium Brewing Co.	Fort Collins
	Odell Brewing Co.	Fort Collins
	Oskar Blues Brewery	Longmont
	Rock Bottom Brewery	Denver
	Ska Brewing	Durango
Delaware	Dogfish Head Craft Brewery	Milton
Florida	Anheuser-Busch, Inc.	Jacksonville
	D.G. Yuengling & Son	Tampa
	Florida Beer Co.	Melbourne
Georgia	Anheuser-Busch, Inc.	Cartersville
	MillerCoors, LLC	Albany
	Sweetwater Brewing Co.	Atlanta
Hawaii	Kona Brewing Co.	Kailua-Kona
Illinois	Goose Island Beer Co.	Chicago
Indiana	Three Floyds Brewing Co.	Munster
Louisiana	Abita Brewing Co.	Abita Springs

Maine	Allagash Brewing Co.	Portland
	D.L. Geary Brewing Co.	Portland
	Shipyard Brewing Co.	Portland
Maryland	Clipper City Brewing Co.	Halethorpe
	Coastal Brewing Co.	Dover
	Flying Dog Brewing Co.	Frederick
Massachusetts	Berkshire Brewing Co.	South Deerfield
	Boston Beer Company	Boston
	Harpoon Brewery	Boston
	Mercury Brewing Co.	Ipswich
	Wachusett Brewing Co.	Westminster
Michigan	Bell's Brewery, Inc.	Galesburg
	Founders Brewing Co.	Grand Rapids
Minnesota	August Schell Brewing Co.	New Ulm
	Cold Spring Brewery	Cold Spring
	Granite City Food & Beer	St. Louis Park
	Summit Brewing Co.	St. Paul
Missouri	Anheuser-Busch, Inc.	St. Louis
	Boulevard Brewing Co.	Kansas City
	St. Louis Brewery	Maplewood
Montana	Big Sky Brewing Co.	Missoula
New Hampshire	Anheuser-Busch, Inc.	Merrimack
	Redhook Ale Brewery, Inc.	Portsmouth
	Smuttynose Brewing Co.	Portsmouth
New Jersey	Anheuser-Busch, Inc.	Newark
New York	Anheuser-Busch, Inc.	Baldwinsville
	Blue Point Brewing Co.	Patchogue
	Brewery Ommegang	Cooperstown
	Brooklyn Brewery	Brooklyn
	High Falls Brewing Co.	Rochester
	The Matt Brewing Co.	Utica
	Olde Saratoga Brewing Co.	Saratoga Springs
	Southern Tier Brewing Co.	Lakewood
North Carolina	Highland Brewing Co.	Asheville
	MillerCoors, LLC	Eden
Ohio	Anheuser-Busch, Inc.	Columbus
	Boston Beer Company	Cincinnati
	Great Lakes Brewing Co.	Cleveland
	MillerCoors, LLC	Trenton
Oregon	Bridgeport Brewing Co.	Portland
	Deschutes Brewing Co.	Bend
	Full Sail Brewing Co.	Hood River
	McMenamins Breweries	Portland
	Ninkasi Brewing Co.	Eugene
	Pyramid Breweries	Portland

	Rogue Ales Widmer Brothers Brewing Co.	Newport Portland
Pennsylvania	Boston Beer Co. City Brewing Co. D.G. Yuengling Son, Inc. The Lion Brewery, Inc. Straub Brewery, Inc. Tröegs Brewing Co. Victory Brewing Co.	Breinigsville Latrobe Pottsville Wilkes-Barre St. Mary's Harrisburg Downingtown
Tennessee	Gordon Biersch Brewery	Chattanooga
Texas	Anheuser-Busch, Inc. MillerCoors, LLC Real Ale Brewing Co. Saint Arnold Brewing Co. Spoetzl Brewery, Inc.	Houston Fort Worth Blanco Houston Shiner
Utah	Uinta Brewing Co. Utah Brewers Cooperative	Salt Lake City Park City
Vermont	Long Trail Brewing Co. Magic Hat Brewing Co.	Bridgewater Corners South Burlington
Virginia	Anheuser-Busch, Inc. MillerCoors, LLC Starr Hill Brewing Co.	Williamsburg Elkton Crozet
Washington	Georgetown Brewing Co. Mac and Jack's Brewery Pyramid Breweries Redhook Ale Brewery	Seattle Redmond Seattle Woodinville
Wisconsin	Capitol Brewing Co. City Brewing Co. Jacob Leinenkugel Brewing Co. Lakefront Brewery Inc. Minhas Craft Brewery MillerCoors, LLC New Glarus Brewing Co. Stevens Point Brewery	Middleton La Crosse Chippewa Falls Milwaukee Monroe Milwaukee New Glarus Stevens Point

¹ Breweries with production of 15,000 barrels or more in 2010. Source: Brewers Association

MALTING PLANTS IN THE UNITED STATES

STATE	COMPANY	CITY
Colorado	MillerCoors, LLC	Golden
Idaho	Anheuser-Busch, Inc.	Idaho Falls
	InteGrow Malt	Idaho Falls
	Great Western Malting Company	Pocatello
Minnesota	Anheuser-Busch, Inc.	Moorhead
	Malteurop North America	Winona
	Rahr Malting Company	Shakopee
Montana	Malteurop North America	Great Falls
North Dakota	Cargill Malt	Spiritwood
Washington	Great Western Malting Company	Vancouver
Wisconsin	Malteurop North America	Milwaukee
	Briess Malt & Ingredients Company	Chilton
	Briess Malt & Ingredients Company	Waterloo
	Cargill Malt	Sheboygan