# Staff Papers Series 

ECONOMIC IMPORTANCE OF EXPORT-
PRODUCING INDUSTRY IN MINNESOTA

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## Acknowledgements


#### Abstract

Financial support of the Minnesota Agricultural Experiment Station is acknowledged. A special grant has made possible an updating and expansion of the 1970 Minnesota input-output computer model for use in studies of the economic importance of agriculture and agriculture-related industry in Minnesota.


#### Abstract

This report is the second in a series on interindustry and interregional relationships and their implications for the economy of Minnesota and its substate development regions. In this report, the role and importance of export-producing industries in Minnesota are discussed. Major emphasis is on agricultural-related industries and their economic importance to the State in value of gross output and contribution to gross state product.


Long-term regional viability and prosperity depends on a region's economic base -- its export-producing industry. In Minnesota, a wide range of industries contribute to this base by sales to out-of-state markets.

The economic importance of export-producing industry varies, depending upon the criterion of importance. In value of gross output agriculture and food products manufacturing -- both important in Minnesota's economic history -- accounted for 8.5 percent and 11.7 percent, respectively, of the State total in 1972. In value added, these percentages were even smaller -6.6 and 4.1. When measured by the value of exports, however, the two industries increased in importance, accounting for 7.2 percent and 29.4 percent, respectively, of the State total. Agriculture-related industry was, indeed an important recipient of income received from sources outside the State. State economic effects of agriculture-related industry are represented by demand and supply multipliers, both short-term and long-term. Short-term demand multipliers for 19 agriculture-related industries range from 1.568 for other crop production to 2.869 for dairy products manufacturing, while short-term supply multipliers range from 1.411 for alcoholic beverages and soft drinks manufacturing to 3.127 for agriculture, forestry and fishery services. Size of multiplier is directly related to the forward and backward linkages of these industries in Minnesota -- the larger the internal, in-state linkage, the larger the multiplier.

Long-term multipliers are presented, also, to show long-term effects of changes in export demands. In this report, the long-term multiplers apply only to export-producing industries and they show, at best, certain upper limits of economic impact. They are much larger in value than the corresponding short-term multipliers.
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# ECONOMIC IMPORTANCE OF EXPORT-PRODUCING <br> INDUSTRY IN MINNESOTA 

Wilbur R. Maki, Peter A. Stenberg and Mason Chen

Export-producing industry represents the economic base of a state or region. It accounts for the dollar inflows which result from the sale of locally-produced goods and services to non-residents. In Minnesota, agriculture and food products manufacturing, forestry and wood and paper products manufacturing, mining and mineral products manufacturing, high technology manufacturing, high-order services, including corporate central offices, and tourism are part of its economic base. A wide range of industry outshipments thus originate in the Minnesota economy.They include raw materials, semi-finished products, and final products. The latter include the sale of goods and services to households, business and government in Minnesota and outside the State.

## Study objectives

Findings of a study of the Minnesota economy -- its current status and economic future potential -- are reported here, in part. While the larger study objectives include forecasts of individual industry growth and change in the State, only the base-year findings are presented here. The base year for these studies is 1972 -- the latest year of comparable state and national data on individual industry sales, employment and earnings. All values are reported in 1972 dollars.

Specific study objectives included the following:

1. To prepare a series of input-output tables which show interindustry transactions and related output demands and input supplies;
2. To derive a series of input-output multipliers which show the effects of changes in demand for, and supply of, specified industry outputs;
3. To present a series of statistical indicators which show the economic importance of export-producing industry in Minnesota.

The third objective is addressed in this report.

## Study approach

Study findings are presented here for the 1972 base year under three topical headings, namely, industry structure, export-producing industry and economic impact measurement. Industry structure refers to the level and distribution of industry sales in Minnesota. A 32-industry breakdown, which emphasizes agriculture and food products manufacturing, is used in presenting Minnesota industry comparisons (Tablel.1). A more detailed 214 -industry breakdown was used initially in the compilation of individual topical presentations. Interindustry transactions, input purchases and output disbursements are presented in a single summary table under the first topic.

Export-producing industry and economic impact measurement are the remaining two topical presentations. Export-producing industry is found under each of five major industry groups -- agriculture and food products manufacturing, forestry and timber products manufacturing, mining and mineral products manufacturing, high technology manufacturing, and trade and service activities. The economic impact of changes in the demand for, and supply of, individual export-producing industry outputs are discussed under the last of the three topical headings.

Each of the 32 industries listed in Table 1.1 is identified in the

Table 1.l. Minnesota Standard Industrial Classification System Emphasizing AgricultureRelated Industry, 1972.

| Industry |  | 75- <br> Ind. (A) | $\begin{aligned} & 85- \\ & \text { Ind. } \end{aligned}$ | $\begin{aligned} & 214- \\ & \text { Ind. } \\ & \hline \end{aligned}$ | Standard Industrial Classification System (1972 Edition) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| No. | Title |  |  |  |  |
| 1. | Dairy Farm Prod. | 1 | pt... 1 | 1 | 0241,pt.0191,pt.0259,pt. 0291 |
| 2. | Poultry \& Eggs | 2 | pt. 1 | 2 | ```025(exc.0254 & pt.0259),pt.0191, pt.0219,pt.0291``` |
| 3. | Meat An. \& Prod. | 3 | pt. 1 | 3,4 | ```021(exc.0219),027,pt.0191,pt.0259, pt.0291``` |
| 4. | Food, Feed Gr. | 4 | pt. 2 | 6,7 | $\begin{aligned} & \text { pt. } 011, \text { pt. } 0191, \text { pt. } 0192, \text { pt. } 0219 \text {, } \\ & \text { pt.0291,pt.0259,pt. } 0139 \end{aligned}$ |
| 5. | Vegetables | 5 | pt. 2 | 12 | $\begin{aligned} & 0134,0161, \text { pt.0119,pt.0139, pt. } 0191, \\ & \text { pt.0219,pt.0259,pt.0291 } \end{aligned}$ |
| 6. | Sugar Crops | 6 | pt. 2 | 13 | 0133,pt.0191,pt.0219,pt.0259,pt. 029 |
| 7. | Oil-Bearing | 7 | pt. 2 | 15 | $\begin{aligned} & 0116, \mathrm{pt} \cdot 0119, \text { pt. } 013, \mathrm{pt} .017, \mathrm{pt} .0219 \text {, } \\ & \text { pt.0259,pt. } 0291 \end{aligned}$ |
| 8. | Other Crops | 8 | pt. 2 | $\begin{gathered} 5,8-11, \\ 14,16, \\ 17 \end{gathered}$ | 0131,pt.0191,pt.0219,pt.0259,pt. 029 0132,pt.0259,pt.017,0173,pt.0179, pt. 0139, pt. 018 |
| 9. | For.,Fish. Prod. | 9 | 3 | 18 | 081-091,097 |
| 10 | Agr.,For.,Fish. Serv. | . 10 | 4 | 19 | 0254, 071 (exc.074) , 085,092 |
| 11. | Mining | 11-14 | 5-10 | 20-26 | $\begin{aligned} & 10-14(\text { exc.pt. } 108, \text { pt.1112,pt.1213, } \\ & \text { pt.138,pt.148) } \end{aligned}$ |
| 12. | Construction | 15-16 | 11,12 | 27-33 | $\begin{aligned} & \text { 15(exc.pt.1531)-17,pt.108,pt.1112, } \\ & \text { pt.1213,pt.138,pt. } 148 \end{aligned}$ |
| 13. | Meat Products | 18 | pt. 14 | 36-39 | 201 |
| 14. | Dairy Products | 19 | pt. 14 | 40-44 | 202 |
| 15. | Fruit \& Veg. Prod. | 20 | pt. 14 | 45-47 | 203,2091,2092 |
| 16. | Grain Mill Prod. | 21 | pt. 14 | 48-54 | 204 |
| 17. | Bakery Prod. | 22 | pt. 14 | 55-56 | 205 |
| 18. | Sugar Prod. | 23 | pt. 14 | 57-58 | 206 |
| 19. | Soybean, Veg. Oil | 24 | pt. 14 | 64-66,68 | 207 |
| 20. | Alch. Bev., Soft Dr. | 25 | pt. 14 | 59-63 | 208 |
| 21. | Misc. Food., Tob. | 26 | pt.14,15 | 67,69-71 | 209(exc. 2091-2), 21 |
| 22. | Chem. \& Allied | 36 | 27-30 | 98-105 | 28 |
| 23. | Petr. Ref. \& Prod. | 37 | 31 | 106-7 | 29 |
| 24. | Farm Mach. | 44 | 44 | 134 | 352 |
| 25. | Other Mfg. | $\begin{gathered} 17,27-35, \\ 38-43, \\ 45-54 \end{gathered}$ | $\begin{aligned} & 13,16-26 \\ & 32-43, \\ & 45-64 \end{aligned}$ | $\begin{aligned} & 6,34-5 \\ & 72-97, \\ & 108-133, \\ & 135-174 \end{aligned}$ | 22-27,30-39(exc.352) |
| 26. | Transportation | 55-59 | 65 | 175-181 | 40-47 (exc.pt.41,4311) |
| 27. | Comm., Utilities | 60-63 | 66-68 | 182-186 | 48,49(exc.pt.491) |
| 28. | Wh. \& Ret. Trade | 64-65 | 69 1 | 187-88,200 | 50-59,pt.70,7396,pt. 8042 |
| 29. | Fin.,Ins., Real Est. | 66-67 | 70,71 | 189-193 | 60-69(exc.613),pt.1531 |
| 30. | Services, Private | 68-72 | 72-77 | $\begin{aligned} & 194-9 \\ & 201-9 \end{aligned}$ | 70-89(exc.pt.70,7396,pt.8042),074 |
| 31. | Govern, Enterpr. | 73-4 | 78-9 | 201-3 | 4311,pt.41,pt.491,pt.613 |
| 32. | Scrap, Sec. \& Used | 75 | 81 | 214 |  |
| 33. | Subtotals | 1-75 | 1-81 | 1-214 | 01-89 |

## Rows:

34. Proprietorial Income
35. Wage \& Sal. Payments
36. Other Empl. Comp.
37. Other Prop.-Type Inc.
38. Indirect Bus. Tax
39. Value Added, Total

## Columns:

40. Noncomp. Import
41. Imports RON
42. Gross Outlay

Columns:
34. Pers. Cons. Exp.
35. Grs. Priv. Cap. Form.
36. Chg. Bus. Inven.
37. Allocated Exports
38. Allocated Imports
39. Fed. Gov. Purch.
40. State-Local Purch.
41. Exports RON
corresponding industry group in three related industry classification systems -- the 75 -industry listing for the Minnesota Regional Development Simulation Laboratory (SIMLAB), the 85-industry listing in U.S. Department of Commerce reports on the 1972 U.S. input-output tables, and the 214-industry breakdown for the Minnesota Two-Region Input-Output (TRIO) Computer Model ( $2,5,1$ ). The 214-industry listing will be available in a forthcoming report on the Minnesota economy.

## Industry Structure

Industry structure is represented by the distribution of 1972 Minnesota industry output, purchases and disbursements (Appendix Table 1.1). dustry differences occur in each of the three categories, especially in industry output levels, which range from $\$ 5.2$ million of forest and fishery products to $\$ 8.7$ billion of other manufacturing. All output is measured in producer value. However, gross margins, rather than resale value, is used in the wholesale and retail trade sector. Indeed, the value of all noncommodity industry outputs, except for the utility industry (part Ind. No. 27), is represented by the value of gross margins. In contrast to the non-commodity-producing industries, "double-counting" of inputs and outputs occurs in the commodity-producing industry groups (No. 1 to No. 26).

## Gross output

The 1972 industry gross output value of $\$ 38$ billion includes all market-based activity. This excludes, of course, the output value of government and household industry, except for government enterprise (e.g., post office, mass transit, water and sewer). Other private trade and service enterprise nontheless accounted for nearly one-half of this total.

The 1972 output value for major industry groups (in 1972 dollars) are summarized as follows:

| Industry Group | Total | Prop, of All Ind. |
| :---: | :---: | :---: |
|  | (mil. \$) | (\%) |
| Agriculture | 3,280 | 8.5 |
| Mining | 666 | 1.7 |
| Construction | 2,965 | 7.7 |
| Food prod. mfg. | 4,501 | 11.7 |
| Other mfg, and scrap | 8,899 | 23.0 |
| Trade and service | 18,312 | 47.4 |
| All Industry | 38,622 | 100.0 |

Thus, agriculture and food products manufacturing accounted for more than $\$ 7.8$ billion of the total, while mining, construction and other manufacturing accounted for $\$ 12.5$ billion. Altogether, the commoditymproducing industries accounted for $\$ 20.3$ billion, or 52.6 percent, of the total value of market-based industry gross output.

## Input purchases

Input purchases of the 32 -producing industries in Minnesota are from three major categories -- intermediate purchases from producing industries in Minnesota, primary input purchases from resource owners (for value added by labor and capital) in Minnesota, and imports of intermediate goods from producing industries in rest of nation. In 1972, the two categories of intermediate purchases accounted for 51.4 percent of total Minnesota industry purchases while the primary input purchases accounted for 48.6 percent of the total.

Input purchases of the six industry groups listed earlier vary from
among industry groups and input categories, as follows (from Table 1.1, ref.3):

| Industry Group | Intermediate |  | Value Added |  | Imports |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Prop. of All Ind. | Total | Prop. of All Ind. | Total | Prop, of All Ind. |
|  | (mil. \$) | (\%) | (mil.\$) | (\%) | (mil.\$) | (\%) |
| Agriculture | 1,651 | 10.8 | 1,236 | 6.6 | 393 | 8.6 |
| Mining | 275 | 1.8 | 276 | 1.5 | 116 | 2.6 |
| Construction | 1,228 | 8.0 | 1,360 | 7.2 | 378 | 8.3 |
| Food prod. mfg. | 3,184 | 20.8 | 778 | 4.1 | 540 | 11.9 |
| Other mfg. and scrap | 3,597 | 23.5 | 3,518 | 18.8 | 1,758 | 38.6 |
| Trade and services | 5,377 | 35.1 | 1,595 | 61.8 | 1,363 | 30.0 |
| All industry | 15,312 | 100.0 | 18,763 | 100.0 | 4,548 | 100.0 |

Agriculture and food products manufacturing accounted for 31.6 percent of total intermediate purchases, 10.7 percent of total value added, and 20.5 percent of total imports in 1972 while other manufacturing accounted for 23.5 percent, 18.8 percent and 38.6 percent, respectively of the three totals. ${ }^{1 /}$ Agriculture-related industry exceeded other manufacturing only in intermediate purchases. Only the trade and service sector had larger intermediate purchases than the agriculture-related sectors. Value added by agriculture-related industry was small, however, when compared with value added by other manufacturing and other industry.

Agriculture-related industry in Minnesota is characterized by its linkages to Minnesota input-supplying industries. It accounts for nearly a third of the total intermediate purchases from Minnesota industries,

[^0]sectors. The trade and service sector alone accounts for nearly two-thirds of total value added by the market-based industries in Minnesota.

## Output disbursements

Output disbursements of a producing industry include production inputs and final products. The latter includes exports to other industries in rest of nation.

Intermediate sales and purchases for all industries balance, as shown in Appendix Table 1.1. For individual industries and industry groups, sales are Iikely to be more or less than purchases. In the agriculture-related industries, for example, total intermediate sales are much smaller than total intermediate purchases -- $\$ 3.9$ billion of sales as compared with $\$ 4.8$ billion of purchases.

The distribution of output disbursements among purchasing sectors is summarized as follows (from Table 1.1, ref. 3):

|  | Intermediate |  | Final Local |  | Exports |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Industry Group | Total | Prop. of A11 Ind. | Total | Prop. of A11 Ind. | Total | Prop. of All Ind. |
|  | (mil.\$) | (\%) | (mil.\$) | (\%) | (mil. \$ ) | (\%) |
| Agriculture | 2,615 | 17.1 | 144 | 0.9 | 522 | 7.2 |
| Mining | 75 | 0.5 | 31 | 0.2 | 561 | 7.8 |
| Construction | 475 | 3.1 | 2,460 | 16.1 | 31 | 0.4 |
| Food prod. mfg. | 1,288 | 8.4 | 1.086 | 7.1 | 2,127 | 29.4 |
| Other mfg. and scrap | 3,883 | 25.3 | 2,636 | $17.2$ | 353 | 32.6 |
| Trade and service. | 6,976 | 45.6 | 9,727 | 63.5 | 1,633 | 22.6 |
| All industry | 15,312 | 100.0 | 16,084 | 100.0 | 7,227 | 100.0 |

Agriculture-related industries accounted for 25.5 percent of all industry disbursements to producing sectors, 8 percent of all industry disbursements to local final demand sectors, and 36.6 percent of all industry disbursements to rest-of-nation markets. Like value added, the final product contribution of agriculture-related industry is small relative to other Minnesota industries.

The level and distribution of input purchases and of output disbursements are two measures of the economic importance of all industry in Minnesota. The net contribution of all industry to the Minnesota gross state product is represented by total value added, including value added by government. The value added equals the value of final local purchases and net exports (i.e., total exports-total imports). In 1972 , total value added by market-based industry was $\$ 18,763,000$, which is equal to its final product as shown below:

| Product and Income Accounts | Total | Prop, of All Val. Add. |
| :---: | :---: | :---: |
|  | (mil. \$) | (\%) |
| Value added, total | 20,864 | 100.0 |
| market-based | 18,763 | 89.0 |
| Government | 2,101 | 10.1 |
| Final product, total | 18,763 | 89.9 |
| Local | 15,859 | 76.0 |
| Exports | 7,183 | 34.4 |
| Imports | 4,279 | 20.5 |

By including value added by government, this total increases to $\$ 20.9$ billion, which approximates the gross state product. Market-based activity thus accounted for slightly less than 90 percent of the gross state orodnct in 1972.

Industry exports exceed industry imports of intermediate inputs by approximately $\$ 2.9$ billion. Impacts of intermediate inputs by approximately $\$ 2.9$ billion. Impacts of final demand sectors were nearly $\$ 3.2$ billion. Net
inflows thus exceeded net outflows by nearly $\$ 0.3$ billion.

## Export-Producing Industry

The five industry clusters cited earlier -- agriculture and food products manufacturing, forestry and timber products-manufacturing, mining, and mineral products manufacturing, high technology manufacturing, and trade and service activities -- are identified as the principal export-producing industries in the State. The economic importance of these activities is demonstrated by a detailed examination of the role and impact of agriculturerelated exports on input-supplying and output-purchasing industries.

## Agriculture

Exports to rest of nation are shown for six of the 10 agricultural industries in Appendix Table l.1. For the U.S., exports exceed imports in the products of four of the 10 industries while in another four of the ten indus tries, exports are less than imports. Minnesota exports to rest of nation are added to the net U.S. competitive exports (which are allocated to Minnesota) in the estimates of total exports from Minnesota industries.

Exports to rest of nation are compared with imports from corresponding industries in rest of nation. Here, exports to rest of nation are shown as excess supply while imports are shown as deficit supply. Initially, a $214-$ industry, rather than a 32 -industry, breakdown was used in deriving the excess and deficit supply estimates. With the consolidation of industry groups, an aggregate industry group in the State may be shown with both an excess supply and a deficit supply of output. Thus, while $\$ 32.8$ million of outshipments are shown for Ind. No. $3, \$ 404.2$ million of inshipments are shown, also, because of the aggregation of two industry groups (meat animals and other livestock) into the one industry group. The export and import totals are summarized of the nine industry groups and summarized as follows (Table 1.2, ref. 3);

| Industry | Excess Supply |  | Deficit Supply |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Total }}{(\mathrm{mil} . \$)}$ | Prop. of Gr. Out. <br> (\%) | $\frac{\text { Total }}{(\operatorname{mil} . \$)}$ | Prop. of Tot. Req. <br> (\%) |
| Dairy farm | 96.3 | 191.1 | 0 | 0 |
| Poul., eggs | 0 | 0 | 1 | 0.8 |
| Meat An. | 32.8 | 2.6 | 404.2 | 24.9 |
| Food, Feed | 208.5 | 23.6 | 45.8 | 6.3 |
| Vegetables | 0 | 0 | 14.4 | 18.9 |
| Sugar crop | 21.8 | 71.8 | 0 | 0 |
| Oil-Bearing | 101.9 | 32.3 | 0 | 0 |
| Other Crop | 1.3 | 4.5 | 90.4 | 75.8 |
| For., Fish | 0 | 0 | 62.6 | 92.3 |
| Agr., For. | 0 | 0 | 37.5 | 35.9 |
| Total | $4 6 \longdiv { 2 . 6 }$ | 14.1 | $\overline{656.0}$ | 18.9 |

Each agricultural industry also imports a variety of inputs from rest of nation industries, as shown in Appendix Table 1.1. These imports are compared with the exports of the same industries, as follows:

| Industry | Imports |  | Net <br> Transfer | Excess Supply as Proportion of Total |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Prop. of Gr. Out. |  |  |
|  | (mil.\$) | (\%) | (mil. \$) | (\%) |
| Dairy farm | 31.1 | 6.2 | 65.2 | 1.4 |
| Poul., eggs | 19.6 | 14.9 | -19.3 | - |
| Meat an. | 161.1 | 12.9 | -130.1 | 0.5 |
| Food, Feed | 127.9 | 14.4 | 231.6 | 3.0 |
| Vegetables | 6.6 | 10.7 | - 7.8 | 0 |
| Sugar crop | 4.8 | 15.8 | 16.9 | 0.3 |
| Oil-bearing | 30.6 | 9.7 | 98.7 | 1.5 |
| Other crop | 3.2 | 10.6 | -2.3 | 0 |
| For., Fish. | 0.5 | 9.6 | -1.9 | 0 |
| Agr., For. | 7.9 | 11.8 | -7.9 | 0 |
| Total | 393.3 | 12.0 | 243.1 | 6.7 |

Imports exceed exports for six of the industries. The meat animals industry is shown with the largest excess of imports over exports (with its net transfer of $-\$ 130.1$ million). These imports represent largely the purchases of feeder cattle from farms and ranches outside Minnesota. On the other hand, the food and feed grain industry has the largest excess of exports over imports, which represent, of course, the outshipment of wheat, corn and other small grains to rest-of-nation markets.

Feed and food grains and soybeans are the principal exports of Minnesota agriculture. They amount to 4.5 percent of all industry exports to rest of nation markets. Dairy farms also are shown as large exporters. For this industry, however, the estimate probably exaggerates actual exports because of an apparant underestimation of the volume of fluid milk processing in Minnesota. If the estimated level of exports were reduced for dairy farms, a corresponding increase in exports would be indicated for dairy processing plants. Total agricultural exports were 6.7 percent of al1 industry exports in 1972.

## Food products manufacturing

Food products manufacturing businesses are the principal markets for Minnesota agricultural products. Were it not for the food products manufacturing, agricultural exports would be much larger, but total value added in Minnesota by agriculture-related activity would be much less. Moreover, the close proximity of the agriculture-related processors adds to the farm value of Minnesota agricultural products.

Exports to rest-of-nation markets from Minnesota food products manufacturing businesses were more than $\$ 2.1$ billion in 1972 . Meat products were the largest category of exports, with dairy products second, and
grain mill products, as follows (Table 1.2, ref. 3):

| Industry | Excess Supply |  | Deficit Supply |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\frac{\text { Total }}{(\text { mil. } \$)}$ | $\begin{aligned} & \text { Prop. of } \\ & \frac{\text { Gr. Out. }}{(\%)} \end{aligned}$ | $\frac{\text { Total }}{(\operatorname{mil} . \$)}$ | Prop. of Tot. Req. <br> (\%) |
| Meat prod. | 1,074.2 | 60.3 | 67.2 | 8.7 |
| Dairy prod. | 539.9 | 45.0 | 20.7 | 3.0 |
| Fruit and veg. | 96.7 | 30.0 | 49.9 | 18.1 |
| Grain mill | 191.3 | 39.8 | 101.3 | 25.9 |
| Bakery | 0 | 0 | 61.7 | 40.0 |
| Sugar prod. | 138.8 | 57.6 | 60.3 | 37.1 |
| Soybean, veg. | 92.9 | 31.7 | 169.3 | 45.8 |
| Alch. bev. | 4.9 | 5.1 | 173.8 | 65.5 |
| Total | 2,133.8 | 47.4 | 769.1 | 23.8 |

These exports were 47.4 percent of total industry sales (as compared with 14.1 percent of total sales for agricultural products). Despite these exports, \$769.1 million of food products were imported from food products manufacturing businesses in rest of nation. These imports were 23.8 percent of total requirements. Minnesota industries supplied the remaining 76.2 percent of food products manufacturing requirements (which originated from both intermediate and final demand sectors). Because of the variety of food products purchased for final use in the State, the value of imports remained high. Even food products which are almost identical to those produced in the State are imported because of seasonal supply and demand imbalances and price and product competition.

Imports of food products manufacturing businesses from rest-of-nation industries totaled $\$ 540$ million in 1972. These imports were 12 percent of
the total value of food products. Wide differences occurred, however, in the relative value of imports, as follows:

| Industry | Imports |  |  | Excess Supply as Proportion of Total |
| :---: | :---: | :---: | :---: | :---: |
|  | Total | Prop. of Gr. Out. | Net <br> Transfer |  |
|  | $(m i 1 . \$)$ | (\%) | (mil. \$) |  |
| Meat prod. | 297.4 | 16.7 | 766.0 | 15.5 |
| Dairy prod. | 31.1 | 3.1 | 379.8 | 7.8 |
| Fruit and veg. | 58.5 | 33.7 | 3.9 | 1.4 |
| Grain mill | 70.3 | 23.0 | 90.4 | 2.8 |
| Bakery | 8.4 | 22.6 | -46.9 | 0 |
| Sugar prod. | 21.3 | 51.0 | -33.7 | 0 |
| Soybean. veg. | 17.4 | 8.7 | 124.0 | 2.0 |
| Alch. bev. | 35.7 | 23.6 | -13.6 | 1.3 |
| Misc. food | 24.4 | 55.1 | -23.9 | 0.1 |
| Total | 540.0 | 12.0 | 1,364.1 | 30.7 |

These data show, also, that for five of the nine food products manufacturing industries, exports exceeded imports. Indeed, for all food products manufacturing, exports exceeded imports by nearly $\$ 1.4$ billion.

Food products manufacturing accounted for nearly one-third of Minnesota industry exports to rest-of-nation markets in 1972. The economic importance of food products manufacturing, when measured by its contribution to the economic base of Minnesota and its balance of payments, is much larger than indicated earlier by its sales and value added.

## Economic Impact Measurement

Economic impact measurement, in this report, refers to the use of two types of input-output multipliers -- demand multipliers and supply
multipliers. The two multipliers show the total effect -- direct and indirect -- on all industry sales of a one-unit change in the demand for, or the supply of, a particular industry output. The multipliers are derived from the interindustry transactions table (see, Appendix Table 1.1) and the corresponding input coefficients table (Appendix Table 1.2) and disbursement coefficients table (which is not included).

## Demand multipliers

The demand multiplier for an industry is represented by its column total in the conventional Leontief, i.e., (I-A), inverse (see, Appendix Table 1.3). The totals in Appendix Table 1.3 are multiplied by corresponding changes in total final demands to obtain their direct and indirect effects on industry sales and purchases. For example, a $\$ 1$ million increase in total final demand -- local and export -- for meat products (Ind. No. 13) results in a $\$ 2.608$ million increase in all industry outputs. This increase includes the $\$ 1$ million in meat products plus an additional $\$ 0.123$ million increase in meat product output resulting from the additional input requirements of those industries supplying inputs to the meat products industry.

The conventional demand multiplier accounts for the short-term impact of a given demand change on all industry sales. Its magnitude depends on the proportion that total purchases from local input-supplying industries are of all purchases. The larger this proportion, generally, the larger the multiplier.

When a primary input, such as labor (which is represented by employee compensation in the value added row) is included, total local purchases of inputs increases. Thus, a demand multiplier is an (I-A) inverse, which
includes the employee compensation row and the corresponding personal consumption expenditures column (see, Table 1.1), is larger, and usually much larger, than the conventional, Type I demand multiplier. This new Type II multiplier depicts certain long-term effects of industry employees spending the income payments of the producing industries. When the all value added rows and all local final demand columns are included in the (I-A) inverse, very large demand multipliers are obtained, as shown in Table 4.1.

The expanded Type II demand multipliers are presented here simply to emphasize the nature and limitations of input-output multipliers: They account for short-term effects of demand and supply changes and they are based on certain strict assumptions of linearity and homogeneity, among others. Certainly the final demand relationships, for example, the consumption and investment functions, conform less to these assumptions than the intermediate demand relationships, which are represented by industry production functions (when including imports from rest of nation industries). The Type II demand multiplier thus serves, at best, as a partial measure of long-term output effects of changes in export demand. In this formulation, export-producing industries and rest-of-nation demand for exports"drive" the regional economy. Hence, for purely non-exporting-producing, i.e. residentiary, industries, long-term output effects would depend entirely on their linkages with export-producing industries.

## Supply multipliers

The supply multiplier for an industry is represented by the row totals of a disbursement coefficients i.e., (I-D), inverse (see, Appendix Table 1.4). The row totals, (which are entered as row totals in Appendix

Table 4.1 Demand and Supply Multiplier of Specified Industry, Minnesota, 1972.

| Industry <br> No. Title | Demand |  | Supply |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Type } \\ \text { I } 1 / \end{gathered}$ | Extended <br> Type II 2/ | $\begin{gathered} \text { Type } 3 / \\ \text { I } \end{gathered}$ | Extended Type II 4/ |
| 1. Dairy Farm | 1.856 | 8.542 | 2.328 | 4.469 |
| 2. Poul., Eggs | 2.336 | 7.869 | 2.130 | 5.996 |
| 3. Meat An. | 2.293 | 8.020 | 2.591 | 5.193 |
| 4. Food, Feed | 1.523 | 7.917 | 2.624 | 4.806 |
| 5. Vegetables | 1.363 | 8.206 | 1.588 | 9.694 |
| 6. Sugar Crop | 1.477 | 7.790 | 1.532 | 3.780 |
| 7. Oil-Bearing | 1.422 | 8.292 | 1.989 | 2.939 |
| 8. Other Crop | 1.382 | 8.187 | 2.112 | 2.290 |
| 9. For., Fish. | 1.568 | 8.309 | 2.915 | 12.215 |
| 10. Agr., For. | 1.802 | 8.153 | 3.126 | 7.136 |
| 11. Mining | 1.640 | 7.739 | 1.221 | 1.991 |
| 12. Construction | 1.671 | 7.958 | 1.282 | 9.875 |
| 13. Meat Products | 2.608 | 7.669 | 1.252 | 3.836 |
| 14. Dairy Products | 2.869 | 9.500 | 1.624 | 4.242 |
| 15. Fruit and Veg. | 1.939 | 7.630 | 1.300 | 6.873 |
| 16. Grain Mill | 2.135 | 7.949 | 2.093 | 4.563 |
| 17. Bakery | 1.757 | 8.334 | 1.305 | 9.967 |
| 18. Sugar Prod. | 1.866 | 7.361 | 1.862 | 10.556 |
| 19. Soybean \& Veg. Oil | 2.274 | 8.684 | 1.729 | 2.825 |
| 20. Alch. Veb. | 1.861 | 8.003 | 1.250 | 6.989 |
| 21. Misc. Food | 1.801 | 7.045 | 1.410 | 9.350 |
| 22. Che. \& A1. | 1.738 | 7.146 | 2.032 | 7.708 |
| 23. Petr. Ref. | 1.413 | 4.838 | 2.059 | 9.860 |
| 24. Farm Mach. | 1.673 | 7.422 | 1.433 | 6.461 |
| 25. Other Mfg. | 1.683 | 7.409 | 1.761 | 6.810 |
| 26. Transportation | 1.506 | 8.458 | 1.881 | 7.262 |
| 27. Comra, Utilities | 1.508 | 8.077 | 1.975 | 9.266 |
| 28. Wh. \& Ret. | 1.420 | 8.690 | 1.401 | 8.491 |
| 29. Fin., Ins. | 1.366 | 8.884 | 1.620 | 9.336 |
| 30. Services | 1.54.1 | 8.440 | 1.651 | 9.110 |
| 31. Gov't. Ent. | 1.493 | 8.530 | 2.219 | 8. 962 |
| 32. Scrap | 2.024 | 5.560 | 3.561 | 10.401 |
| 33. Value Added | -- | 7.963 | -- | 9.096 |

1/ Demand Type I multiplier is given in the conventional Leontief inverse, i.e., [I-A] ${ }^{-1}$, which consists of the 32 interacting sectors in the Minnesota tables.
I) Demand Extended Type IT mulciplier is given in the extended Leontief inverse of 33 interacting sectors, including the value added row and the final local demand column in the Minnesota tables.
3/ Supply Type I multiplier is given in the inverse of the row, or disbursement, coefficients matrix, i.e., $[I-D]^{-1}$.
4/ Supply Extended Type II multiplier is given in the inverse of the extended row coefficients matrix of the 33 interacting sectors in the Minnesota tables.

Table 1.4), are the industry supply multipliers in Table 4.1. The supply multiplier is used when the effects of a given change in industry output, for example, a reduction in the supply of petroleum products, must be determined. In an economy of increasing resource, rather than market, constraints, the supply, rather than demand, multiplier is the more appropriate for measuring regional economic impacts.

Short-term supply multipliers are designated as Type I supply multipliers in Table 4.1. They are compared with the Type I demand multiplier. Generally, the supply multiplier is smaller than the demand multiplier for large export-producing industries. When both demand and supply multipliers are small, the industry has few supply (backward) and demand (forward) linkages to other industries in the region.

## Gross State Product

A summary statistic of the economic impact of export-producing industry is the Gross State Product (GSP) and its representation as (1) income of primary input sectors and (2) purchases of final product. In Table 5.1, both the primary income payments and final product purchases and the intermediate sales and purchases are presented. Here, the 1972 Minnesota GSP is $\$ 20,875,348,000$ rather than $\$ 20,922,000,000$, as shown earlier, because of the inclusion of additional income transfers (of - $\$ 251,451,000$ in capital accumulation and $\$ 230,407,000$ in exports).

The gross state product identity,
GSP $=$ Value Added $=$ Local Final Product and Exports-Imports,
is now represented numerically (in $\$ 1,000$ ), as follows:

Table 5.1 Summary income and product accounts, Minnesota, 1972.

| Purchasing <br> Sector | Local |  | Rest of Nation | Total |
| :---: | :---: | :---: | :---: | :---: |
|  | Intermediate | Primary |  |  |
|  | $(\$ 1,000)$ |  |  |  |
| Local: |  |  |  |  |
| Intermediate | 15,580,446 | 18,762,838 | 4,279,272 | 38,622,556 |
| Final, total | 15,617,154 | 1,882,103 | 3,281,268 | 20,780,525 |
| Personal consumption | 10,845,257 | 32,124 | 2,117,245 | 12,994,626 |
| Gross private fixed investment | 3,222,343 | -251,451 | 846,597 | 3,817,489 |
| Federal government | 370,601 | 531,516 | 202,843 | 1,104,960 |
| State and local government | 1,178,953 | 1,569,914 | 114,583 | 2,863,450 |
| Rest of Nation: |  |  |  |  |
| Exports | 7,425,156 | 230,407 | -118,718 | 7,536,645 |
| Total | 38,622,556 | 20,875,348 | 7,441,822 | 66,939,726 |

$$
\begin{aligned}
\text { GSP } & =18,62,838+1,882,103+230,407 \\
& =20,780,525+7,536,645-7,441,822 \\
& =20,875,348
\end{aligned}
$$

Individual entries in the gross state product equation are acquired directly from Appendix Table 3.1.

Thus, the inclusion of the additional local primary and rest-of-nation transfers in Table 5.1 resulted in a net increase of $\$ 46,652,000$ in the GSP equation entries. On the value added side, the additional transfers represent income payments of households to household workers ( $\$ 32,124,000$ ), a negative inventory valuation adjustment $(\$ 251,451,000)$ and a positive U.S. allocation inventory of net competitive exports ( $\$ 230,407,000$ ). On the final. product side, additional transfers include the same three transfers and, also, a negative U.S. allocation of net competitive exports ( $\$ 178,817,000$ ). The U.S. net export allocations represent equivalent net exports to rest of nation which were replaced by the allocationed exports.

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## Summary and Conclusions

Long-term regional viability and prosperity depends on a region's economic base -- its export-producing industry. In Minnesota, a wide range of industries contribute to this base by sales to out-of-state markets.

The economic importance of export-producing industry varies, depending upon the criterion of importance. In value of gross output agriculture and food products manufacturing -- both important in Minnesota's economic history -- accounted for 8.5 percent and 11.7 percent, respectively, of the State total in 1972. In value added, these percentages were even smaller -6.6 and 4.1. When measured by the value of exports, however, the two industries increased in importance, accounting for 7.2 percent and 29.4 percent, respectively, of the State total. Agriculture-related industry was, indeed an important recipient of income received from sources outside the State.

State economic effects of agriculture-related industry are represented by demand and supply multipliers, both short-term and long-term. Short-term demand multipliers for 19 agriculture-related industries range from 1.568 for other crop production to 2.869 for dairy products manufacturing, while short-term supply multipliers range from 1.411 for alcoholic beverages and soft drinks manufacturing to 3.127 for agriculture, forestry and fishery services. Size of multiplier is directly related to the forward and backward linkages of these industries in Minnesota -- the larger the internal, in-state linkage, the larger the multiplier.

Long-term multipliers are presented, also, to show long-term effects of changes in export demands. In this report, the long-term multiplers apply only to export-producing industries and they show, at best, certain upper limits of economic impact. They are much larger in value than the corresponding short-term multipliers.


[^0]:    1/ Small differences occur between the summary data from Table 1.1 in ref. 3 and Appendix Table 1.1 because of treatment of Minnesota allocated share of U.S. noncomparable imports. These differences are nominal and do not affect study findings.

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