

# Illinois Department of Agriculture 2000 Annual Report



## **Mission Statement:**

The Illinois Department of Agriculture will be an advocate for Illinois' agricultural industry and provide the necessary regulatory functions to benefit consumers, agricultural industry, and our natural resources. The agency will strive to promote agri-business in Illinois and throughout the world.

## **Vision Statement:**

The Illinois Department of Agriculture will promote and regulate agriculture in a manner that encourages farming and agribusiness while protecting Illinois' consumers and natural resources.

**George H. Ryan, Governor   Joe Hampton, Director**

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# **Annual Report**

## **Illinois Department of Agriculture**

### **Introduction:**

The American food and agriculture sector has a long history of success. Today, American consumers have access to the most affordable, safest, most diverse, and highest quality food supply in the world. Despite the fact that American consumers spend less than 10 percent of their disposable income on food -- the lowest of any country on Earth -- they are demanding that the food and agriculture industry satisfy an increasingly diverse palate.

Consumers want year-round access to products in all food groups that are quick and easy to fix, healthier, and better tasting, and still, inexpensive. Our foreign customers increasingly seek similar value-added products as well.

Illinois with its production, transportation, distribution, and food manufacturing systems is uniquely suited to meet American and foreign consumer demand for a smorgasbord of value-added food products. This unique position brings with it a tremendous opportunity to position the Illinois agriculture industry, and in particular Illinois farm families, as a pillar in the global food economy.

The food and fiber industry employs nearly 1.5 million people. Many of these people are in the food manufacturing industry. The number of farms has steadily decreased from 164,000 in 1959 to less than 80,000 farm operators today. The average size of the farm has more than doubled as advances in technology have helped to make some aspects of the industry less labor-intensive. The challenge for the Department of Agriculture is also changing; we are now focusing on what we can do to help rural communities stay viable and assist farmers in developing new alternative crops and obtaining a larger portion of the food chain.

The Illinois Department of Agriculture gained its current status as a regulatory and promotional agency in 1917 under the Civil Administrative Code. Today the Agriculture Department administers a \$109 million budget and employs more than 600 people statewide. Separate bureaus administer programs and services directed at conserving the state's land and water resources; protecting the health and welfare of livestock and companion animals; overseeing state and county fairs; regulating seed, feed and fertilizer products; ensuring the financial stability of grain dealers and warehouses; promoting Illinois food and agricultural products; and operating the state's horse racing programs. Since 1981, the department has been headquartered on the Illinois State Fairgrounds in Springfield. On January 12, 1999, Joe Hampton, was named the state's Agriculture Director by Governor George H. Ryan.

### **Department Accomplishments**

The Illinois Department of Agriculture, as the primary advocate for agriculture in the state of Illinois, works to implement policies, programs and activities designed to:

- Make agriculture more consumer oriented with a focus on food quality and safety
- Expand markets for Illinois products
- Advance agricultural profitability
- Make Illinois a leading catalyst for the advancement of biotechnology
- Promote awareness of agriculture's infrastructure needs, specifically the importance of the Illinois and Mississippi Rivers
- Promote agricultural stewardship of natural resources
- Increase research and educational opportunities for producers and agribusiness

**For example:**

As the lead agency implementing the Livestock Management Facilities Act, the Department continues to work with the Livestock Advisory Committee to develop implementation rules under the landmark agreement. Rules now require owners of certain livestock facilities to hold public information hearings, comply with stricter construction standards for manure holding facilities and meet stronger setback requirements. The agreement on the LMFA was developed with broad support from industry groups and environmental organizations.

IDOA spearheaded efforts to ensure biotechnology maintains a positive role in Illinois Agriculture. IDOA brought together representatives of government, biotechnology and life science companies, commodity and farm organizations, agribusiness and academia to lay the groundwork for an ongoing dialogue on marketing and regulatory concerns related to biotechnology.

Governor George Ryan and an Illinois delegation of ag leaders, led by IDOA Director Hampton, traveled to Cuba as part of a broad-based humanitarian mission. The mission found a country whose farmers raise crops with oxen and hand hoes, but also provided breakthrough research in biotechnology, including vaccines for encephalitis and biological pesticides. Mission participants saw a country in dire need of Illinois products.

The Department played a lead role in efforts to detect, treat, and eradicate trees in Northeastern Illinois infested with the Asian Long-horned Beetle. The Department worked with the City of Chicago to develop a long-term action plan, taking swift action to address this critical issue. In the first two years of the program, more than 1,200 trees were destroyed as part of eradication efforts. Ongoing activities include treating trees and monitoring sites for signs of further infestation.

The Department continued to make farm profitability a top priority despite news from the federal government that farm income is expected to drop by \$7.6 billion. The Department will focus on value-added efforts to enhance marketing – domestically and internationally – to find new buyers for Illinois products.

Governor Ryan showed strong support for agriculture in both State of the State and Budget addresses, calling for an additional \$4.1 million for the Department and the formation of an Agriculture Assembly that will help the Department reach out on the grassroots level to serve constituents more effectively.

The Department celebrated Earth Day with the unveiling of a conservation tillage project designed to field test a promising new method of producing corn. Save Our Illinois Soils (SOILS) will expand a study of fall strip-till, a management system that preliminary research shows combines the production benefits of conventional tillage with the environmental benefits of no-till. Twelve farms throughout the state participate in the program.

**ILLINOIS AGRICULTURAL HIGHLIGHTS****GENERAL INFORMATION**

Agriculture has always been a vital part of the lives of Illinois citizens and the economy of the state. Illinois is gifted with some of the richest agricultural resources in the world. The fertile soil, favorable climate, availability of excellent transportation via water, highway, rail and air, good marketing opportunities and a productive work force are some of the many resources that allow Illinois to be recognized as a world supplier of food and fiber. The variations in soil types, climate and topography in the state make it possible for Illinois farmers to produce a wide variety of agricultural commodities. Approximately 1,500 different soil types can be found in Illinois.

## **“VALUE ADDED” AGRICULTURE**

Food and agricultural product manufacturing and processing contribute significantly to Illinois' economy. Illinois ranks among the leading states in the number of food and agricultural processing companies in the state, including meat packing, soybean processing, dairy manufacturing, corn processing, feed milling, vegetable processing and many others. Approximately 1,400 food companies are located in Illinois. Furthermore, Illinois ranks number one among all states in the production of ethanol. According to the Illinois Corn Growers Association, Illinois companies produce approximately 678 million gallons of ethanol annually from approximately 274.2 million bushels of corn.

## **AGRICULTURAL DIVERSITY**

The diversity in soil types allows farmers to grow many well known crops and lesser known specialty crops including alfalfa, amaranth, apples, bell peppers, blueberries, broccoli, buckwheat, canola, Christmas trees, clover, cucumbers, field corn, ginseng, grain sorghum, herbs, horseradish, mushrooms, nursery products, oats, peaches, popcorn, potatoes, potted plants, rye, seed corn, snap beans, sod, soybeans, strawberries, sweet corn, tomatoes, winter wheat and others. Livestock is produced using a wide variety of methods ranging from one ostrich in a pen to thousands of head of hogs in total production confinement. Other agricultural animals raised include beef cattle, broilers, buffalo, catfish, crayfish, dairy cattle, dairy goats, deer, emus, horses, hybrid striped bass, layers, mink, minnows, rabbits, sheep, tilapia, turkeys and others.

## **FARMS AND LAND VALUES**

In 1999, there were 79,000 farms in Illinois that contained 27.7 million acres of land. The average size of the farms in 1999 was 351 acres. The average per acre nominal value of farm real estate as of January 1, 2000, was \$2,220 per acre, which compared to \$2,250 per acre on January 1, 1999.

## **COMMODITY PRODUCTION**

Illinois ranked second among all states in the production of corn and soybeans in 1999. Production of corn for grain during 1999 totaled 1.49 billion bushels, one percent more than produced in 1998. The corn yield averaged 140 bushels per acre, one bushel per acre less than produced in 1998. Soybean production in 1999 totaled 443.1 million bushels, five percent lower than in 1998 but still the second highest production level on record. The soybean yield in 1999 was 42.0 bushels per acre, two bushels below 1998.

In 1999, Illinois pork producers produced 1.87 billion pounds of pork, ranking fourth among all states. Pork production decreased two percent from the previous year. Cattle and calf production during 1999 totaled 616.7 million pounds, three percent below 1998 levels. Illinois ranked 19th in the United States in marketings of cattle and calves.

## **CASH RECEIPTS**

In 1999, total cash receipts from farm marketings in Illinois totaled \$6.8 billion, which was 16 percent below 1998. Illinois ranked 8th among all states in total cash receipts in 1999. Crop cash receipts in Illinois in 1999 totaled \$5.2 billion, a nine percent drop from 1998, placing Illinois third among all states in total crop cash receipts. Livestock and livestock products cash receipts in Illinois in 1999 totaled \$1.5 billion, which was three percent below 1998. Illinois ranked 25th among all states in total livestock and livestock products cash receipts in 1999.

In 1999, corn accounted for 37.7 percent of the total cash receipts in Illinois and soybeans accounted for 31.2 percent. All other crops combined accounted for 8.2 percent of the total cash receipts in Illinois. Compared to 1998, cash receipts for both corn and soybeans decreased 20 percent in 1999.

In 1999, hogs accounted for 9.5 percent of the total cash receipts in Illinois, while cattle and calves accounted for 7.2 percent and dairy products accounted for 4.4 percent of the total cash receipts. All other livestock combined accounted for 1.4 percent of the total cash receipts in Illinois in 1999. Compared to 1998, cash receipts in 1999 decreased five percent for hogs and seven percent for dairy products but increased three percent for cattle.

### **AGRICULTURAL EXPORTS**

During the fiscal year ending September 30, 1999, Illinois' export shares totaled \$2.75 billion, placing Illinois fifth among all states in total agricultural exports. During the same year, Illinois ranked second in the export of feed grains and products, second in soybeans and products, ninth in wheat and products and sixth in live animals and meat.

Illinois Agricultural Statistics Service  
Annual Summary – 2000

## Programs and Services

The Illinois Department of Agriculture administers a variety of programs important to the Illinois economy. Programs ensure protection of producers, consumers and natural resources. With a staff of dedicated professionals, the Department is able to carry out its statutory mandates. The following is a brief description of the activities carried out by each of the Bureaus in the Department.

- **Agricultural Products Inspection** – Test commercial feed, seed and fertilizer products to ensure they meet advertised quality and quantity specifications. Examine seed samples for purity, noxious weed content, germination and suitability for distribution. Evaluate the nutritional content of livestock feed. Certify products for export to meet state and federal quality standards. Inspect anhydrous ammonia pressure vessels, facilities and systems for safety. Review labels of feed, fertilizer, seed and soil conditioners for accuracy and truth in labeling. Promote fertilizer research through the Fertilizer Research and Education Council.
- **Animal Health** – Work to prevent and eradicate disease in swine, cattle, poultry, horses, and other animals in Illinois. Regulate livestock auction markets and dealers, animal transportation and slaughter livestock buyers.
- **Animal Welfare** – Enforce regulations concerning animal care and control, animal abuse prevention and other illegal activities, disposal of dead animals and inedible animal products. License and inspect animal dealers, pet shops, kennels, catteries, shelters, pounds, and guard dog services.
- **County Fairs, Horse Racing, State Fair and DuQuoin Fair** – Provide attractive and entertaining annual fairs that promote family fun and agriculture awareness, support local business, and optimize fairgrounds facilities. Provide funding and consistent program administration for the county fair organizers. Provide funding, certification and racing program opportunities that promote an Illinois-bred industry. Promote and contract for the staging of special events to maximize use of the fairgrounds.
- **Environmental Programs** – Work toward controlling plant pests and disease, including noxious weed control and invasive species. Register pesticides, license applicators, investigate misuse complaints, oversee a pesticide container-recycling program. Operate a pesticide laboratory to test groundwater, soil and plant samples for pesticide residues and to ensure accurate labeling of pesticides. Enforce proper storage, containment and disposal of pesticides and fertilizers. Oversee the Livestock Management Facilities Act, which regulates setback distances, design standards for waste facilities, waste management plans and livestock manager certification.
- **Diagnostic Laboratories** - Provide analytical support for animal disease eradication programs by examining blood and tissue samples at two locations in Illinois. Conduct regulatory testing of animals for competition or export, test meat and poultry samples as part of the Department's inspection programs and test grain to ensure it meets import requirements for foreign markets. Evaluate the nutritional value of animal feed, water and soil samples to ensure they are free from harmful substances.

- **Land and Water Resources** – Administer funds to Illinois' 98 soil and water conservation districts for programs aimed at reducing soil loss and protecting water quality. Conduct the State's annual transect survey to track progress toward the goal of reducing soil loss on Illinois cropland to tolerable levels. Administer funds for Conservation 2000 to protect and enhance natural resources in Illinois. Assist landowners in reducing agriculture impacts associated with above and below ground utility projects. Work with state and local officials to reduce conversion of farmland to non-farmland uses.
- **Marketing** – Increase the number of people around the globe using Illinois food and agricultural products. Participate in various promotional activities benefiting the state's food and agribusiness sectors. Organize and assist with domestic and overseas trade shows, buying missions, trade missions and market development activities. Provide general marketing assistance as requested.
- **Meat and Poultry Inspection** – Inspect slaughter and processing facilities to ensure consumers receive wholesome, properly identified meat and poultry products. License wholesale, custom exempt and broker operation.
- **Warehouses**–Inspect and license grain dealers and warehouse operators. Register grain cooperatives and specialty farm product buyers. License and regulate personal property and commercial distribution warehouses. Administer the Illinois Grain Insurance Fund to protect producers against financial losses associated with failed facilities to enhance confidence in the grain industry.
- **Weights and Measures** – Inspect weighing and measuring devices, such as gasoline pumps, scales for groceries, freight, coal and trucks; and grain moisture-measuring equipment. Evaluate the quality of gasoline, diesel fuel, kerosene, propane and other petroleum products offered for sale. Check prepackaged goods to make sure consumers receive the amount for which they pay. Inspect facilities that sell, serve or process eggs to ensure proper handling, storage and grading.



## AGRICULTURAL PRODUCTS INSPECTION

**Mission Statement** Inspect feed, seed and fertilizer products, producers and users, in order to protect growers, livestock owners and the environment.

**Program Goals & Objectives**

- 1) Provide timely and accurate inspections.
    - a) Perform inspections during appropriate seasonal time.
    - b) Complete single ingredient lab analysis and multiple ingredient analysis in a timely fashion.
  - 2) Provide comprehensive, consistent and clear requirements, policies and procedures.
    - a) Survey customers to assess satisfaction with policies and procedures and improve performance.
  - 3) Provide professional, consistent, efficient and fair implementation of requirements and inspection policies and procedures.
    - a) Survey customers to assess satisfaction with procedures and inspectors and improve performance.
  - 4) Ensure that feed, seed and fertilizer products available in Illinois are safe and of high quality.
    - a) Reduce instances of non-compliant products used.
    - b) Maintain and enhance new lab capabilities.
  - 5) Maintain a regulatory compliant feed, seed and fertilizer products processing and users industry.
    - a) Increase percent of sites rated compliant.
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<b>AGRICULTURAL PRODUCTS INSPECTION</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Number of days to complete laboratory analysis.				
Feed-multiple ingredient	6	6	6.1	7
Fertilizer-single ingredient	2	2	1.55	2
Fertilizer-multiple ingredient	6	6	2.9	6
Seed (depends on type)	12	12	12	12
Percent of lab results challenged.				
Seed	0.5%	.4%	0%	.4%
Feed	0.4%	.1%	.006%	.1%
Fertilizer	0.5%	.2%	0%	.2%
Average response of customers surveyed who rate inspection procedures as (1) not at all satisfactory to (7) extremely satisfactory		5.7	5.7	5.7
Average response of customers surveyed who rate the professionalism of inspectors as (1) not at all satisfactory to (7) extremely satisfactory		6.1	6.1	6.1
Percent of feed, seed, and fertilizer facilities and products found compliant with regulations	86.2%	86%	86%	86%
<b>Output Indicators (activity measures)</b>				
Number of inspections	9,543	10,486	11,895	10,500
Number of special inspection activities	505	635	1,070	200
Number of enforcement actions	1,319	1,235	1,678	1,500
<b>Efficiency/Cost-Effectiveness</b>				
Cost of Inspections	\$32.27	\$31.79	\$23.26	\$33.00
<b>External Benchmarks</b>				
Percent of feed, seed, and fertilizer facilities and products found compliant with regulations				
Kentucky			87%	
Indiana			88%	
<b>Input Indicators</b>				
Expenditures (thousands)	\$2,915.0	\$2,972.7	\$2,960.5	\$3,100.0
Number of Personnel	46	43	41	46

The Bureau of Agricultural Products Inspection is responsible for regulating basic agricultural inputs such as feed, seed and fertilizer to ensure that quality products are offered to consumers while providing protection to people, animals and the environment. The bureau's activities range from the review of product labeling requirements, laboratory analysis of products, registration of facilities to safety and manufacturing requirements.

The outcome indicators demonstrate a high degree of laboratory expertise in the area of product analysis. The bureau's laboratory has developed and maintains a high standard of quality assurance/quality control procedures. The laboratory strives to maintain this high credibility by involvement in national check sample programs and participation in the public and private collaboration of new methodologies. In addition to high quality of analytical work, the laboratory manages its resources efficiently and utilizes a tracking system to assure the timely completion of laboratory analyses.

A large part of the bureau's interaction with producers, consumers and manufacturers is through staff inspectors in the field. As indicated on a recent customer survey, the professionalism of the inspectors and the procedures utilized in the field received a highly satisfied rating. The bureau continues to provide training to its inspectors and maintains a viable inspection manual so that procedures, inspection methods and assistance are uniform and consistent.

### **Explanatory Information**

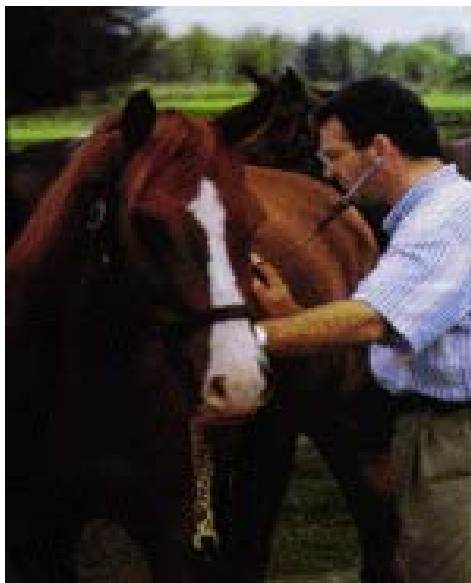
All states have some type of agricultural product regulatory program. External benchmarks from two adjoining states indicate that Illinois is more active in inspections and enforcement activities.



## ANIMAL HEALTH

<b>Mission Statement</b>	To ensure that livestock producers, veterinarians, dealers and auction market operators identify and prevent livestock diseases, in order to reduce and eradicate disease and facilitate trade.
<b>Program Goals &amp; Objectives</b>	<ol style="list-style-type: none"><li>1) Provide comprehensive, consistent and clear information about requirements, policies and procedures.<ol style="list-style-type: none"><li>a) Survey customers to assess satisfaction with policies and procedures and improve performance.</li></ol></li><li>2) Provide professional, consistent and fair inspections that follow the Department's policies and procedures.<ol style="list-style-type: none"><li>a) Survey customers to assess satisfaction with policies and procedures and improve performance.</li></ol></li><li>3) Provide timely issuance of permits and licenses.<ol style="list-style-type: none"><li>a) Provide assistance to those who did not initially qualify.</li><li>b) Issue licenses quickly after receipt of application.</li></ol></li><li>4) Attain and/or maintain a class-free (no livestock herds containing disease) status for all regulatory diseases.<ol style="list-style-type: none"><li>a) Decrease incidents of regulated diseases.</li></ol></li></ol>

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<b>ANIMAL HEALTH</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Response of customers surveyed who rate requirements, policies, and procedures as (1) Extremely restrictive to (7) Fair and not at all restrictive		<b>5.4</b>	<b>5.4</b>	<b>5.6</b>
Response of customers surveyed who rate inspection procedures as efficient on a scale of (1) Strongly disagree to (7) Strongly agree		<b>5.7</b>	<b>5.7</b>	<b>5.9</b>
Pseudorabies Virus Quarantines	<b>15</b>	<b>1</b>	<b>1</b>	<b>1</b>
<b>Output Indicators (activity measures)</b>				
Number of inspections of livestock/auction market licensees <sup>1</sup>	<b>504</b>	<b>4,252</b>	<b>4,252</b>	<b>600</b>
Number of animals tested for all diseases	<b>50,985<sup>2</sup></b>	<b>25,258</b>	<b>25,258</b>	<b>25,000</b>
Number of enforcement actions taken	<b>800</b>	<b>466</b>	<b>466</b>	<b>650</b>
Number of licenses issued	<b>695</b>	<b>235</b>	<b>235</b>	<b>750</b>
Number of livestock permits issued for entry into Illinois	<b>NA</b>	<b>7,660</b>	<b>7,660</b>	<b>9,000</b>
<b>Efficiency/Cost-Effectiveness</b>				
Cost of Inspections	<b>\$47.35</b>	<b>\$47.35</b>	<b>\$47.35</b>	<b>\$51.25</b>
Average number of inspections made per inspector	<b>4,200</b>	<b>4,614</b>	<b>4,614</b>	<b>4,800</b>
<b>External Benchmarks</b>				
Pseudorabies Virus Quarantines				
Iowa			<b>580</b>	
Minnesota			<b>50</b>	
Indiana			<b>6</b>	
Equine Infectious Anemia Positives				
Iowa			<b>0</b>	
Minnesota			<b>2</b>	
Indiana			<b>0</b>	
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$1,339.0</b>	<b>\$1,543.3</b>	<b>\$1,543.3</b>	<b>\$1,574.2</b>
Number of Personnel	<b>26</b>	<b>18</b>	<b>18</b>	<b>18</b>

The Bureau of Animal Health monitors, controls and helps prevent the spread of animal diseases such as pseudorabies, brucellosis and tuberculosis in swine and cattle; equine infectious anemia in horses; and various poultry diseases. Illinois has achieved disease-free status in regards to bovine tuberculosis, bovine and swine brucellosis, and two poultry diseases – pullorum-typhoid and mycoplasma gallisepticum.

#### **Explanatory Information**

Illinois has a no incidence of Pseudorabies virus compared to neighboring states due to the strong support of producers regarding eradication efforts and Illinois' strict importation laws.

<sup>1</sup> Each license is inspected for separate requirements, each counted as a separate inspection.

<sup>2</sup> This number indicates the last year tested for Pseudorabies virus on a large scale.



## ANIMAL WELFARE

- Mission Statement** Ensure that pet and livestock owners, pet breeders and pet dealers identify, correct and prevent animal health hazards in order to ensure the humane care and control of animals.
- Program Goals & Objectives**
- 1) Provide comprehensive, consistent and clear requirements, policies and procedures.
    - a) Survey customers to assess satisfaction with policies and procedures and improve performance.
  - 2) Provide timely issuance of operating licenses.
    - a) Reduce the average time to issue operating licenses.
  - 3) Provide timely response to complaints about inhumane care of animals.
    - a) Respond quickly to all humane care complaints.
  - 4) Provide professional, consistent, and fair inspections that follow the Department's policies and procedures.
    - a) Survey customers to assess satisfaction with inspection policies and procedures.
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<b>ANIMAL WELFARE</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Response of customers surveyed who rate requirements as (1) restrictive to (7) fair		5.3	5.3	5.6
Response of customers surveyed who rate regulations as (1) unclear and inconsistent to (7) clear and consistent		5.3	5.3	5.6
<b>Output Indicators (activity measures)</b>				
Number of inspections made by inspectors	4,770	5,100	5,100	5,000
Number of enforcement actions	119	350	350	500
Number of complaints of inhumane treatment/care of animals		1,423	1,423	1,400
Number of licenses issued (see explanatory information)	1,970	2,320	2,320	2,500
Number of volunteer humane investigators trained and approved	77	136	136	136
Investigations by humane investigators	5,619	6,338	6,338	6,000
<b>Efficiency/Cost-Effectiveness</b>				
Cost of inspections per inspection (dollars)	\$186	\$186	\$186	\$195
Number of inspections per facility per year	2-3	2-3	2-3	2-4
<b>External Benchmarks</b>				
Inspections per facility per year				
Missouri			1	
Michigan			1-2	
Iowa			1-2	
<b>Input Indicators</b>				
Expenditures (thousands)	\$996.8	\$1,266.5	\$1,266.5	\$1,291.8
Number of field staff		9	9	10
Number of personnel	14	15	15	15

The Bureau of Animal Welfare administers laws and rules concerning animal care and control. The bureau promotes proper care of pets and livestock through licensure and inspection of pet shops, kennels, catteries, pounds, shelters and guard dog services. Illinois is a leading state in the protection of animal welfare through such regulation. Bureau staff also regulate livestock auction markets and dealers, animal transportation and livestock branding and oversee the proper disposal of dead animals and inedible animal products.

#### **Explanatory Information**

Illinois has more licensees (pet shops, kennels, catteries, pounds, shelters and guard dog services) than surrounding states while employing about the same number of field staff. Illinois licensees are inspected 2 to 3 times per year while other states typically inspect only 1 to 2 times per year.

## ENVIRONMENTAL PROGRAMS

<b>Mission Statement</b>	License, register and inspect agri-businesses and producers, in order to protect the public and the State's natural resources.
<b>Program Goals &amp; Objectives</b>	<ol style="list-style-type: none"><li>1) Provide comprehensive, consistent and clear requirements, policies and procedures.<ol style="list-style-type: none"><li>a) Survey customers to assess satisfaction with policies and procedures and improve performance.</li></ol></li><li>2) Provide professional, consistent, and fair inspections that follow the Department's policies and procedures.<ol style="list-style-type: none"><li>a) Survey customers to assess satisfaction with inspection policies and procedures.</li></ol></li><li>3) Provide timely and accurate processing of pesticide licenses.<ol style="list-style-type: none"><li>a) Issue timely and accurate licenses.</li></ol></li><li>4) Provide compliance assistance through enhanced training programs, facility site visits, compliance materials distribution and compliance discussions with licensees.<ol style="list-style-type: none"><li>a) Survey customers to assess satisfaction with compliance assistance.</li></ol></li><li>5) Improve environmental health.<ol style="list-style-type: none"><li>a) Reduce pesticide misuse.</li><li>b) Regulate large livestock confinement units.</li></ol></li></ol>

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<b>ENVIRONMENTAL PROGRAMS</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Average response of agri-businesses and producers who rated requirements and policies as (1) extremely unfair to (7) completely fair		<b>5.1</b>	<b>5.1</b>	<b>5.2</b>
Average response of agri-businesses and producers who listed the satisfaction of compliance assistance received as (1) not at all satisfied to (7) extremely satisfied		<b>5.6</b>	<b>5.6</b>	<b>5.7</b>
Average response of agri-businesses and producers who agreed with the statement that inspectors are responsive, consistent, courteous, and prepared based on the scale of (1) strongly disagree to (7) strongly agree		<b>5.5</b>	<b>5.5</b>	<b>5.6</b>
Percentage of enforcement actions overturned by the courts	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>
Percentage of lawncare and agrichemical sites subject to enforcement action	<b>.9%</b>	<b>2.2%</b>	<b>2.2%</b>	<b>1.5%</b>
<b>Output Indicators (activity measures)</b>				
Pesticide misuse investigations conducted	<b>155</b>	<b>80</b>	<b>150</b>	<b>125</b>
Acres of nursery inspected	<b>38,300</b>	<b>38,350</b>	<b>33,444</b>	<b>35,000</b>
Nursery dealers licensed	<b>3,047</b>	<b>3,125</b>	<b>2,869</b>	<b>3,200</b>
Livestock notices of intent to construct	<b>60</b>	<b>75</b>	<b>41</b>	<b>50</b>
Livestock lagoon registrations approved	<b>5</b>	<b>5</b>	<b>3</b>	<b>5</b>
Waste management plans certified	<b>16</b>	<b>20</b>	<b>11</b>	<b>100</b>
Livestock managers certified	<b>140</b>	<b>1,800</b>	<b>797</b>	<b>500</b>
Pesticide applicators licensed <sup>3</sup>	<b>21,789</b>	<b>32,330</b>	<b>38,648</b>	<b>36,500</b>
Phytosanitary certificates issued	<b>5,078</b>	<b>5,128</b>	<b>5,401</b>	<b>5,200</b>
Number of nursery inspections	<b>NA</b>	<b>865</b>	<b>865</b>	<b>900</b>
<b>Efficiency/Cost-Effectiveness</b>				
Number of inspections per inspector <sup>4</sup>	<b>401</b>	<b>356</b>	<b>356</b>	<b>360</b>
Cost of inspections	<b>\$372</b>	<b>\$390</b>	<b>\$390</b>	<b>\$410</b>
Field inspector time per inspection	<b>.93 hrs.</b>	<b>1.05 hrs.</b>	<b>1.05 hrs.</b>	<b>1.1 hrs.</b>
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$3,371.6</b>	<b>\$4,464.4</b>	<b>\$4,464.4</b>	<b>\$4,553.6</b>
Personnel	<b>53</b>	<b>58</b>	<b>58</b>	<b>61</b>

<sup>3</sup> All licenses are not re-issued every year.

<sup>4</sup> Includes ag-chem site inspections, lawncare site inspections, livestock program Notice of Intent to Construct inspections, Nursery Dealers and phytosanitary certificate inspections.

The Bureau of Environmental Programs is responsible for protecting and enhancing the State's natural resources while helping to ensure the economic viability of agricultural producers. The primary activities include pesticide product registration, pesticide applicator/operator training and licensing, agrichemical and lawncare facility pesticide containment, pesticide container recycling, unwanted pesticide collection/disposal, nursery inspection, phytosanitary certification, invasive species inspection, livestock facility registration, and livestock facility construction certification.

The performance measures indicate an acceptance of the programs administered by the bureau, which is important as the major focus of the bureau's programs is regulatory in nature. Agribusinesses and producers were satisfied with the compliance assistance received and felt that the bureau's inspectors were responsive and prepared.

### **Explanatory Information**

Within the activity measure of *Livestock managers certified*, a large difference between "Target" and "Actual" exists for fiscal year 2000. This can be attributed to changes within the agricultural economy over the period and also to the nature of the requirements. Livestock managers must re-certify every three years. The certification program is three years old and at the beginning of the program, many livestock producers became certified even though the regulations did not require it. At the time of re-certification during fiscal year 2000, many chose not to recertify. Within *Pesticide licenses issued*, a large increase appears to have occurred from fiscal year 1999 to fiscal year 2000. The 38,648 licenses actually indicates the total number of persons licensed to apply pesticides. Of that number, 26,129 licenses were actually issued during fiscal year 2000. The difference is due to the requirement that all applicators do not have to renew each year. The 38,648 licenses can be used as a direct comparison within the External Benchmark section.



## FAIRS AND HORSE RACING

### Mission Statement

For the benefit of the people of Illinois and for participating exhibitors, concessionaires, and special event organizers, we provide an attractive and entertaining annual fair that promotes family fun and agriculture awareness while supporting local business and optimizing fairgrounds facilities. For the benefit of county fair organizers, we provide funding and consistent program administration. For the benefit of horse breeders and track owners, we provide funding, certification and racing program opportunities that promote an Illinois-bred industry. For the benefit of special event organizers, so that use of the fairgrounds is maximized, we will promote and contract for the staging of special events.

### Program Goals & Objectives

- 1) Provide a safe, entertaining and educational experience at a reasonable price.
  - a) Survey attendees to improve the value and performance of the fair.
  - b) Enhance the educational focus of the fair.
- 2) Provide a good business opportunity for concessionaires.
  - a) Maintain the percentage of returning concessionaires at both fairs at 90 percent or better.
- 3) Provide an appealing event for exhibitors and contestants that enhances agriculture industry awareness and strengthens local tourism industry sales.
  - a) Survey exhibitors to improve the value and performance of the fair.
  - b) Survey contestants to improve the value and performance of the fair.
  - c) Survey attendees.
  - d) Improve tourism industry sales.
- 4) Maximize use of the fairground facilities.
  - a) Increase non-fair usage.
- 5) Timely register eligible horses for racing programs.
  - a) Register horses quickly after receipt of application.
- 6) Provide events sufficient to support a race horse breeding program.
  - a) Provide at least 500 thoroughbred events per fiscal year.
  - b) Provide at least 2,300 standardbred events per fiscal year.
- 7) Provide purse and county fair funding.
  - a) Provide at least \$36 million per fiscal year for purses.
  - b) Provide stable financial support for each county fair per fiscal year.
- 8) Provide facilities that are clean, safe, affordable and available when needed.
  - a) Survey customers to gauge and improve customer satisfaction.



<b>FAIRS AND HORSE RACING</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Percent of return concessionaires at the Illinois State Fair	<b>90%</b>	<b>95%</b>	<b>95%</b>	<b>95%</b>
State support as percentage of total purses paid at horse races	<b>17.16%</b>	<b>12.9%</b>	<b>12.9%</b>	<b>12.9%</b>
State support for awards and premiums as percentage of total county fair awards and premiums paid	<b>42%</b>	<b>44.7%</b>	<b>44.7%</b>	<b>44.7%</b>
<b>Output Indicators (activity measures)</b>				
Number of concession contracts				
Illinois State Fair	<b>435</b>	<b>425</b>	<b>425</b>	<b>440</b>
DuQuoin State Fair	<b>149</b>	<b>150</b>	<b>150</b>	<b>150</b>
Number of attendees				
Illinois State Fair	<b>826,648</b>	<b>1,063,059</b>	<b>1,063,059</b>	<b>1,162,000</b>
DuQuoin State Fair	<b>400,633</b>	<b>411,749</b>	<b>411,749</b>	<b>393,088</b>
Revenues generated (thousands)				
Illinois State Fair	<b>\$3,224.2</b>	<b>\$3,672.8</b>	<b>\$3,672.8</b>	<b>\$3,637.1</b>
DuQuoin State Fair	<b>\$939.1</b>	<b>\$1,257.7</b>	<b>\$1,257.7</b>	<b>\$1,173.7</b>
Number of registered thoroughbreds conceived and/or foaled in Illinois	<b>3,217</b>	<b>2,921</b>	<b>2,921</b>	<b>2,930</b>
Number of registered standardbreds conceived and foaled in Illinois	<b>3,404</b>	<b>3,249</b>	<b>3,249</b>	<b>3,250</b>
Number of thoroughbred stakes races and restricted races	<b>500</b>	<b>543</b>	<b>543</b>	<b>545</b>
Number of standardbred stakes races and restricted races	<b>2,500</b>	<b>2,368</b>	<b>2,368</b>	<b>2,370</b>
Total purses paid (thousands)	<b>\$42,200.0</b>	<b>\$43,348.1</b>	<b>\$43,348.1</b>	<b>\$43,800.0</b>
<b>Efficiency/Cost-Effectiveness</b>				
Number of inspections per employee (Bureau of County Fairs and Horse Racing)	<b>579</b>	<b>579</b>	<b>579</b>	<b>580</b>
Number of horses enrolled and registered per employee (Bureau of County Fairs and Horse Racing)	<b>3,135</b>	<b>3,135</b>	<b>3,135</b>	<b>3,150</b>
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$35,746.4</b>	<b>\$39,648.8</b>	<b>\$39,648.8</b>	<b>\$40,241.7</b>
Number of Personnel	<b>86</b>	<b>86</b>	<b>86</b>	<b>86</b>

Since 1853, the Illinois State Fair has been a showcase for Illinois agriculture. The annual fair features livestock, commodity, craft and talent competitions as well as educational displays. The Illinois State Fair also offers a wide variety of family entertainment from top music artists to a high-dive show and roving clowns.

The Illinois Department of Agriculture also operates the DuQuoin State Fair, a summertime tradition dating back to 1923 when W.R. Hayes held his first family festival on a 30-acre tract of land near DuQuoin. Since then, the DuQuoin State Fair has kept with Hayes' vision, a family entertainment event offering world-class harness racing, including the World Trotting Derby. The DuQuoin State Fair, now administered by the State of Illinois, also includes Farm Progress Company's AgriLand Expo, complete with equipment displays and field demonstrations.

In addition to the fairs, the Department provides premium reimbursement and rehabilitation grant dollars to county fairs, 4-H fairs, and FFA section fairs. Finally, the Department administers the Thoroughbred and Standardbred Breeders programs that certify foals as eligible to the programs and provides funds and oversight of races restricted to eligible horses.

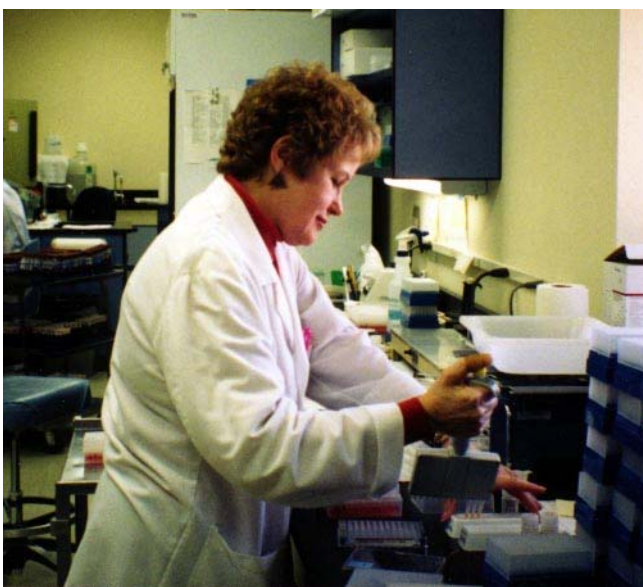
## GALESBURG AND CENTRALIA LABORATORIES

### Mission Statement

Conduct laboratory tests for agricultural producers, consumers, IDOA bureaus and other jurisdictions in order to detect plant and animal diseases and other human and environmental hazards.

### Program Goals & Objectives

- 1) Provide timely, accurate and high quality results using quality assurance/quality control.
  - a) Maintain United States of Department of Agriculture and American Association of Veterinary Laboratory Diagnostician's yearly accreditation.
  - b) Survey customers to assess satisfaction with services and assistance provided.
- 2) Provide comprehensive, consistent and clear requirements, policies and procedures.
  - a) Survey customers to assess satisfaction with policies and procedures and improve performance.
- 3) Provide professional, consistent and fair inspections that follow the Department's policies and procedures.
  - a) Survey customers to assess satisfaction with inspection policies and procedures.
- 4) Mitigate human and animal health and environmental hazards.
  - a) Provide meat testing.
  - b) Provide municipal water testing.
  - c) Provide rabies testing.
  - d) Provide diagnostic testing for animal diseases and for other purposes.



<b>GALESBURG AND CENTRALIA LABORATORIES</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
United States Department of Agriculture and American Association of Diagnostician's yearly accreditation	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>
Response of customers surveyed who rate satisfaction with services as (1) not at all satisfied to (7) extremely satisfied		<b>5.9</b>	<b>5.9</b>	<b>6.0</b>
<b>Output Indicators (activity measures)</b>				
Total tests performed	<b>802,461</b>	<b>751,300</b>	<b>832,131</b>	<b>830,000</b>
Tests on meat samples	<b>782</b>	<b>1,237</b>	<b>1,237</b>	<b>1,150</b>
Municipal water tests	<b>1,753</b>	<b>1,800</b>	<b>1,851</b>	<b>2,000</b>
Rabies tests	<b>1,361</b>	<b>1,325</b>	<b>1,164</b>	<b>1,000</b>
<b>Efficiency/Cost-Effectiveness</b>				
Average cost per test (dollars)	<b>\$4.56</b>	<b>\$4.56</b>	<b>\$4.56</b>	<b>\$4.65</b>
Number of tests per lab worker	<b>14,590</b>	<b>14,175</b>	<b>15,983</b>	<b>16,000</b>
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$3,322.9</b>	<b>\$3,810.3</b>	<b>\$3,810.3</b>	<b>\$3,924.6</b>
Number of Personnel	<b>52</b>	<b>53</b>	<b>53</b>	<b>53</b>

The Illinois Department of Agriculture's Diagnostic Laboratories in Galesburg and Centralia provide diagnosis of diseases in livestock and companion animals. This service allows farmers, animal owners and their veterinarians to make quick decisions on the appropriate treatment of their animals to avoid economic loss, prevent unnecessary suffering, and assure a safe food supply. In addition, the laboratories provide the testing of Illinois meat products as one of twenty-seven states that have USDA approved facilities and provide the testing that supports the export of Illinois livestock and grain shipped and sold world-wide. Also, the laboratories work in concert with the Illinois Department of Public Health and the Illinois EPA as a certified water laboratory to provide the testing of water from meat packing plants and over 120 municipalities in downstate Illinois. Finally, the laboratories provide expert analysis that is used by researchers from several universities and provide testing for agencies in South Dakota, Montana, New Mexico and New York State.

### **Explanatory Information**

The laboratories represent two of thirty laboratories throughout the United States and Canada that are accredited by the American Association of Laboratory Diagnosticians. The University of Illinois operates a third accredited lab in Illinois.



## LAND AND WATER RESOURCES

### Mission Statement

Provide financial and technical assistance to Local Soil and Water Conservation Districts so that they can work with landowners and agricultural producers to conserve and protect Illinois' soil and water resources.

### Program Goals & Objectives

- 1) Provide timely and relevant technical and financial assistance to Soil and Water Conservation Districts.
    - a) Increase number of projects approved.
    - b) Increase total amount of money expended per year.
  - 2) Provide timely assistance upon receipt of request.
    - a) Survey customers to assess satisfaction with technical and financial assistance.
  - 3) Provide comprehensive, consistent and clear requirements, policies and procedures.
    - a) Survey customers to assess satisfaction with inspection policies and procedures.
  - 4) Provide professional, consistent, and fair inspections that follow the Department's policies and procedures.
    - a) Survey customers to assess satisfaction with inspection policies and procedures.
  - 5) Mitigate soil loss.
    - a) Increase acres of conservation tillage applied statewide.
    - b) Increase percent of cropland meeting tolerable ("T") soil loss levels.
- 



<b>LAND AND WATER RESOURCES</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Average response of customers surveyed who rate technical assistance as timely and relevant based on the scale of (1) not at all satisfied to (7) extremely satisfied.	NA	5.5	5.5	5.5
Percent of landowners and agricultural producers requesting financial assistance (sustainable ag. grants), whose project was approved, assisted and completed.	88%	88%	49%	51%
Percentage of Soil and Water Conservation Districts requesting financial assistance (C2000 expansion grants), whose project was approved, assisted and completed	55%	55%	60%	63%
Percentage of farmland converted to non-agricultural use of reviewed projects per year	100%	100%	100%	100%
State of Illinois cost share per acre of cultivated land:				
State source cost share for conservation practices (thousands)		\$5,000.0	\$4,250.0	\$5,250
Dollars available per acre for conservation practices		\$0.21	\$0.18	\$0.22
Average annual soil erosion rate (tons per acre per year)		4.1	4.1	4.1
Acres of farmland in conservation tillage	8,691,483	9,318,698	10,495,297	10,495,297
Percentage of farmland in conservation tillage	40.8%	44.0%	47.8%	47.8%
Cropland meeting tolerable soil loss levels by the year 2000	19,836,850	20,023,746	20,476,486	20,476,486
Percentage of acres meeting tolerable soil less levels	85.7%	86.5%	85.7%	85.7%
<b>Output Indicators (activity measures)</b>				
Expansion (erosion and sediment control) grants				
Requested	79	79	81	80
Approved	44	44	49	50
Sustainable agriculture grants				
Requested	48	48	74	80
Approved	42	42	36	41
Conservation practices program projects approved	1,525	1,875	1733	2,100
Streambank stabilization restoration program projects approved	82	100	119	120
Number of participants in workshops and courses	1,323	1,635	1,852	1,700
Number of Farmland Preservation Act compliance reviews of state agency projects	251	500	461	400
<b>Efficiency/Cost-Effectiveness</b>				
Average cost per acre to attain compliance with “T” <sup>5</sup>	\$45.68	\$49.55	\$47.19	\$47.19

<sup>5</sup> “T” or “Tolerable” soil loss levels is the Illinois Department of Agriculture’s goal.  
2000 Department Annual Report



<b>External Benchmarks</b>				
Cost share per acre of cultivated land:				
State source cost share (thousands)				
Indiana			<b>\$1,100.0</b>	
Missouri			<b>\$20,000.0</b>	
Dollars available per acre				
Indiana			<b>\$.08</b>	
Missouri			<b>\$1.91</b>	
Average annual soil erosion rate (tons per acre per year)				
Indiana			<b>3.0</b>	
Missouri			<b>5.6</b>	
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$13,482.0</b>	<b>\$14,593.9</b>	<b>\$14,593.9</b>	<b>\$14,885.3</b>
Personnel	<b>16</b>	<b>20</b>	<b>17</b>	<b>20</b>

## DISCUSSION OF INDICATORS

The Bureau of Land and Water Resources administers laws and programs that conserve and protect Illinois' agricultural resources. The bureau provides technical, educational and financial support to the 98 county Soil and Water Conservation Districts (SWCDs), who in turn assist the public in conserving soil, water and other natural resources. In addition, the bureau implements farmland protection and mined land reclamation laws. Bureau programs and activities include: administering Conservation 2000 programs for constructing soil and water conservation practices; stabilizing eroding streambanks and promoting sustainable agriculture; providing training for SWCD Directors and employees; cooperate in the development of digitized soil surveys; review of state projects to determine their impact on farmland; evaluation of coal mining reclamation plans; assistance in groundwater resources protection; delivery of agriculture natural resources education programs; and conducting soil erosion monitoring and research programs.

Conserving and protecting Illinois' land and water resources is essential for the state to remain a world agricultural leader in the 21<sup>st</sup> century. The bureau continuously monitors progress and successes in reducing soil erosion, protecting water quality and preserving farmland by using several outcome indicators and measurements. As an example, an annual statewide survey is conducted to measure changes in the number of cropland acres in conservation tillage and meeting tolerable soil loss levels. In addition, detailed status reports are prepared that monitor progress being made with program monies in terms of projects completed and their cost effectiveness. Outcome indicators continue to point to the fact that while overall project demand consistently exceeds available funding, Illinois is making very good progress in conserving its agricultural natural resources.

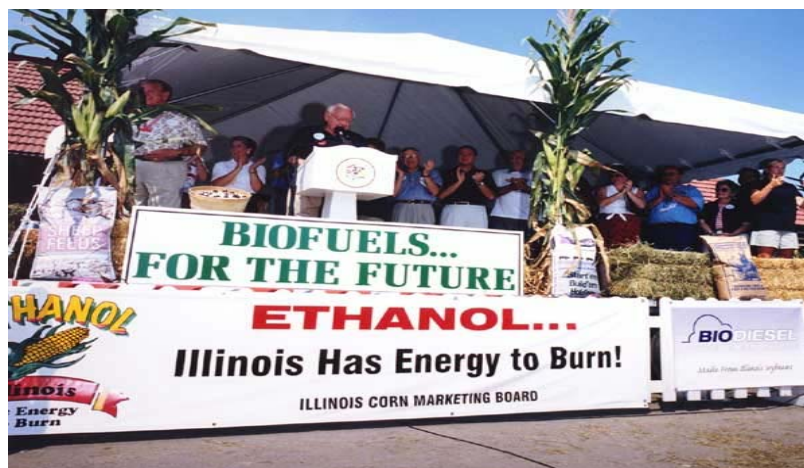
### Explanatory information

In comparing Illinois' cost-share program dollars per acre (\$.18) with the neighboring states of Missouri and Indiana, Illinois is far below Missouri's \$1.91 per acre but higher than Indiana's \$.08 per acre. Topography is an important element in soil erosion rates and the resources required to address the problem.

## MARKETING

**Mission Statement** For the benefit of the agricultural and food industries by expanding markets for Illinois products, provide consulting, research, marketing assistance and promotional activities.

- Program Goals**
- 1) Provide opportunities to expand domestic and international markets identified through tours, trade shows and missions.
    - a) Generate more trade leads per year.
    - b) Host more buyer/seller introductions per year.
    - c) Increase the dollar value of sales resulting from marketing efforts.
  - 2) Provide marketing opportunities for alternative and specialty crops.
    - a) Increase the number of projects regarding alternative and specialty crops.
    - b) Increase the number of Illinois logo sanctioned alternative and specialty crops.
  - 3) Provide relevant information and advice on foreign market penetration.
    - a) Survey customers to assess and improve satisfaction with services provided.
  - 4) Facilitate access to federal assistance programs.
    - a) Facilitate company access to federal programs.
  - 5) Expand Illinois' agricultural sector.
    - a) Improve agricultural export sales.
- 



<b>MARKETING</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Number of trade leads generated from phone/fax inquiries	<b>5,767</b>	<b>6,000</b>	<b>8,311</b>	<b>6,600</b>
Number of buyer/seller introductions arranged by IDOA staff	<b>1,307</b>	<b>1,000</b>	<b>4,838</b>	<b>2,000</b>
Value of sales resulting from marketing activities (millions)	<b>\$61.5</b>	<b>\$64.6</b>	<b>\$47.5</b>	<b>\$52.0</b>
Number of projects regarding alternative and specialty crops	<b>11</b>	<b>15</b>	<b>28</b>	<b>19</b>
Average response of customers surveyed who rate information and consultation services provided as (1) not at all satisfied to (7) extremely satisfied		<b>6.0</b>	<b>5.8</b>	<b>6.0</b>
Illinois agriculture export sales (billions)	<b>\$3.0</b>	<b>\$3.0</b>	<b>\$3.0</b>	<b>\$3.0</b>
<b>Output Indicators (activity measures)</b>				
Number of custom reports & market analyses prepared	<b>249</b>	<b>300</b>	<b>1,346</b>	<b>1,365</b>
Number of IDOA's own trade shows/missions developed	<b>19</b>	<b>15</b>	<b>41</b>	<b>17</b>
Number of federal/state trade shows/missions shared	<b>17</b>	<b>20</b>	<b>26</b>	<b>25</b>
Number of participants in IDOA sponsored state/federal:				
Trade shows	<b>113</b>	<b>100</b>	<b>165</b>	<b>118</b>
Missions	<b>15</b>	<b>20</b>	<b>75</b>	<b>30</b>
Number of industry tours hosted by IDOA	<b>4</b>	<b>4</b>	<b>9</b>	<b>5</b>
Number of industry tour participants	<b>119</b>	<b>120</b>	<b>173</b>	<b>125</b>
<b>Efficiency/Cost-Effectiveness</b>				
Cost per trade lead	<b>\$508.0</b>	<b>\$488.0</b>	<b>\$353.0</b>	<b>\$360.0</b>
Program cost as percentage of export sales	<b>4.8%</b>	<b>4.5%</b>	<b>6.2%</b>	<b>6.2%</b>
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$2,828.6</b>	<b>\$5,427.9</b>	<b>\$5,427.9</b>	<b>\$5,536.5</b>
Personnel	<b>38</b>	<b>34</b>	<b>34</b>	<b>34</b>

The Department of Agriculture's Bureau of Marketing and Promotion provides consulting, research and marketing assistance for the benefit of Illinois' agricultural and food companies and commodity associations. These activities include coordination of buyers tours, trade missions, trade shows, fairs, retail promotions, educational events, market analysis and research. The Department also maintains four foreign offices to better serve Illinois companies in their international marketing efforts.

The Illinois Department of Agriculture annually hosts reverse buyer's missions for the agribusiness and food industries. Agribusiness tours typically host approximately 30-40 international buyers while the food buyer's missions are a more focused group of smaller representatives. These tours have been very successful in initiating business relationships that aid in increased international sales for Illinois agribusiness and food companies in addition to allowing for buyer-seller introductions. Sales resulting from these activities are often not realized until two to three years following the event.

Occasionally the Department will organize and host trade missions to foreign countries to assist Illinois companies in meeting prospective international clients. This allows companies the opportunity to tour facilities and further develop relationships to enhance international trade for Illinois companies.

The Department also utilizes other state and federal agencies to further export sales, including the United States Department of Agriculture's Foreign Agricultural Service and many of its cooperating groups, i.e. the United States Livestock Genetics Export, Inc. (USLGE), the United States Meat Export Federation (USMEF), the US Grains Council and the Mid-America International Agri-Trade Council (MIATCO). By working with these organizations, the Department is able to further enhance the export assistance provided to Illinois companies and increase the amount of activities and services offered. The Department also works with the various cooperating groups throughout the year to help Illinois companies capture federal export assistance funds.

### ***Market Outlook for Agriculture Exports in 2001:***

Continued strong world economic growth combined with increases in global imports will likely push the projected U.S. agriculture exports for 2001 to \$51.5 billion. With exports expected to rise faster than imports for the first time since 1996, it is even more important that Illinois establish a strong presence in significant markets.

In 2001, developing countries are expected to grow near the 5.5 percent pace of 2000. Economies throughout Asia are showing clear signs of revival. Despite the recession that hit the region in the late 1990's, pork production has seen double-digit growth in Indonesia (29% increase), Thailand (22% increase), South Korea (18% increase) and the Philippines (13% increase). By 2001, the Southeast Asian countries are expected to return to their full trade potential as they continue to resume trade and recover.

The recently normalized trading relations with China will provide significant benefits to Illinois agriculture exports, particularly with regards to pork exports. China is an increasingly popular export market not only for U.S. meat products, but also for Illinois swine genetics. According to the Illinois Pork Producers Association, the reduction of tariffs on pork variety meats alone could add an additional \$44.5 million to Illinois pork producers.

Projections show Mexico is to import more grains, oilseed products and meats over the next ten years. Growing demand for meats will spur domestic meat production and demand for imported feed ingredients. Changes in trade agreements will also give way to opportunities for the products to be imported almost entirely from the United States. The market for live animals will continue to remain strong and export numbers for the first part of 2000 indicate exports for most major agricultural commodities were up.

### **EXPLANATORY INFORMATION**

Trade leads are rising primarily due to worldwide economic growth and an economic recovery in Asia and the Far East. Additionally, more Illinois companies are turning to the IDOA first for answers or for specific market information. It often takes two to three years of increased trade leads before increased sales result. The indicators demonstrate this lag effect as trade leads are, at this time, increasing while sales are not.

Illinois is ranked 5<sup>th</sup> among all states for total agricultural export shares totaled \$2.75 billion in 1999.

Twenty-five percent of Illinois exports are generated from the food and agriculture sector. Illinois is the 2<sup>nd</sup> largest producer of corn and soybeans in the nation. Agricultural exports help boost farm prices and income, while supporting 47,100 jobs in Illinois both on and off the farm in food processing, storage and transportation. The state's reliance on agriculture exports continues to rise and in the last ten years has increased by 6%.

## MEAT INSPECTION

**Mission Statement** Inspect meat and poultry slaughter and processing operations in order to protect public health and ensure consumer confidence in Illinois meat products.

- Program Goals & Objectives**
- 1) Provide safe and high quality meat products in Illinois by ensuring a regulatory compliant meat and poultry slaughter and processing industry.
    - a) Reduce the percentage of actionable findings.
    - b) Increase percent of sites rated compliant.
  - 2) Provide comprehensive, consistent and clear requirements, policies and procedures..
    - a) Survey customers to assess satisfaction with policies and procedures and improve performance.
  - 3) Provide professional, consistent, and fair inspections that follow the Department's policies and procedures.
    - a) Survey customers to assess satisfaction with policies and procedures and improve performance.
  - 4) Provide a dispute resolution and appeals process that is efficient, consistent and fair.
    - a) Survey customers to assess and improve the dispute resolution process.
- 



<b>MEAT INSPECTION</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Response of customers surveyed who rate their satisfaction with requirements, policies, and procedures based on the scale of (1) not at all satisfied to (7) extremely satisfied		5.7	5.7	5.8
Response of customers surveyed who rate their satisfaction with inspections based on the scale of (1) not at all satisfied to (7) extremely satisfied		4.1	4.1	4.4
Actionable findings (economic and microbiological) as a percentage of all tests taken from state licensed plants	.47%	.50%	.28%	.50
Percentage of meat and poultry operations initially rated compliant with standards	98%	98%	98%	98%
Total number of instances of non-compliance found	479	1,400	1,424	1,300
<b>Output Indicators (activity measures)</b>				
Number of planned/random compliance reviews	1,500	1,600	2,701	4,000
Number of enforcement actions taken, (warning letters and hearings).	41	276	276	500
Livestock inspected				
Head	904,288	896,754	896,754	896,754
Pounds	267,619,078	250,470,121	250,470,121	250,470,121
Number of inspected plants (licensees)	330	284	284	283
<b>Efficiency/Cost-Effectiveness</b>				
Average cost per inspection	\$692.88	\$692.88	\$692.88	\$715.65
Average cost per plant	\$20,018	\$19,729	\$19,729	\$20,235
Number of tasks/procedures performed per inspector	4,107	7,720	7,720	7,500
<b>Input Indicators</b>				
Expenditures (thousands)	\$6,606.00	\$7,323.1	\$7,323.1	\$7,640.2
Personnel	141	141	138	138

The federal government early in this century instituted the inspection of meat and poultry slaughter and processing plants. The federal government licenses and inspects plants throughout the country, but states may also operate inspection programs with the approval and oversight of the U.S. Department of Agriculture's Food Safety Inspection Service (FSIS). State programs are required to maintain standards that are equal to or stricter than federal standards. To ensure that states maintain an "equal to" status, FSIS conducts regular, comprehensive reviews of each state program.

Illinois contains both federal and state licensed plants. Federal law gives federally licensed plants the privilege of shipping products across state borders, while state-licensed plants are restricted to interstate shipment only.

The Illinois Meat and Poultry Inspection Program is the second largest state inspection program in the country. Texas and Ohio rank first and third, respectively and were selected as benchmark states because of the comparable size of their programs.

As of January 25, 2000, all state inspected establishments were operating under the Hazard Analysis/Critical Control Point (HACCP) inspection system. HACCP allows the industry to ensure safe food by preventing problems at critical points in the production process, rather than detecting problems only at the end of the line. HACCP is widely recognized by scientific authorities and international organizations and is used extensively in the food industry to process products in compliance with health and safety requirements.

The number of state-licensed plants has declined steadily for at least the past 40 years. Factors responsible for this decline include the state's declining livestock population and general economic trends, such as increasing prices and shrinking profit margins. Five of 21 state-licensed plants which ceased operation in the year preceding HACCP implementation cited the increased cost of regulatory compliance as a factor in their closing, according to surveys conducted by Illinois meat and poultry inspection personnel. The remaining 16 plants that closed reported owner's age, financial difficulties or shift to federal grant of inspection as the motivation for their decision. Federal inspection expands plant market opportunities as federal law prohibits state inspected meat and poultry products from crossing state lines

### **Explanatory Information**

The HACCP system counts inspection procedures differently than the prior system, which accounts for the large, single-year shift in total procedures performed, and procedures per inspector between fiscal years 1999 and 2000.

The decrease in number and pounds of livestock slaughtered and inspected can largely be attributed to the drop in hog numbers statewide after the industry suffered historic, record low prices in fiscal year 1999.

## WAREHOUSES

**Mission Statement** Inspect the operations of grain dealers and warehouse operations, manage the Illinois Grain Insurance Fund and administer the Grain Code and the Personal Property Warehouse Acts in order to protect the property of grain producers and residents of Illinois.

- Program Goals & Objectives**
- 1) Issue licenses in a timely manner for correct applications.
    - a) Issue licenses to all qualified applicants and provide necessary assistance to those who initially fail to meet specific requirements.
    - b) Review all applications and issue licenses in a timely manner.
  - 2) Provide comprehensive, consistent and clear requirements, policies and procedures.
    - a) Survey customers to assess satisfaction with policies and procedures.
  - 3) Provide professional, consistent, efficient and fair implementation of requirements and examination policies and procedures.
    - a) Survey customers to assess satisfaction with procedures at the conclusion of every examination.
    - b) Reduce number of serious complaints about the examination service.
  - 4) Provide dispute resolution and appeals process that is efficient, consistent and fair.
    - a) Survey customers to assess and improve the dispute resolution process.
  - 5) Ensure Illinois farmers and other citizens are protected from failures.
    - a) Protect all farmers doing business with licensed grain elevator operations.
    - b) Minimize Illinois Grain Insurance Fund payouts.
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<b>WAREHOUSES</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Average response of customers surveyed who rate requirements, policies, and procedures as (1) extremely restrictive to (7) not at all restrictive	NA	5.2	5.2	5.5
Average response of customers surveyed who rate inspection procedures as (1) not at all consistent to (7) extremely consistent.	NA	5.7	5.7	5.9
Percent of grain dealers and warehouse sites rated compliant	75%	98.4%	98.4%	98%
Percent of corrective actions implemented	90%	100%	100%	100%
<b>Output Indicators (activity measures)</b>				
Number of examinations				
Grain	822	941	941	950
Personal property	712	677	677	677
Number of licenses issued				
Grain	1,201	1,209	1,209	1,209
Personal property	705	675	675	675
Number of enforcement actions				
Grain	16	26	26	25
Personal property	0	7	7	5
Percentage of IL Grain Insurance Fund balance paid out for elevator failures	0%	0.45%	0.45%	2%
Percentage of complaints about examinations	4%	1%	1%	2%
<b>Efficiency/Cost-Effectiveness</b>				
Cost of inspection and licensing activity	\$540.0	\$402.11	\$402.11	\$417.82
Inspections per examiner				
Grain	33	34.9	34.9	34.3
Personal property	23	24.1	24.1	24.1
Average time to complete field examinations (Hours)	37.1	37.1	37.1	38.0
<b>External Benchmarks</b>				
Average time in hours to complete examination				
Missouri			17.9	
Iowa			39.1	
Percent of grain dealers & warehouse sites rated compliant				
Missouri			82%	
Iowa			95%	
Inspections per examiner				
Missouri (grain)			18.3	
Iowa (grain)			9.6	
Wisconsin (personal property)			22	
<b>Input Indicators</b>				
Expenditures (thousands)	\$1,957.8	\$2,200.0	\$2,200.0	\$2,300.0
Personnel	37	37	37	38

The Department's Bureau of Warehouses is responsible for licensing grain dealers, grain warehouses, and administering the Illinois Grain Insurance Fund which was established to protect grain producers and depositors doing business with grain elevators and/or dealers licensed by the Department. The Bureau also licenses personal property warehouses. Regular examinations of the books and records of all licensed entities are conducted by the Bureau to assure compliance with statutes, rules, and regulations.

Illinois' grain dealer/grain warehouse licensing and examination program is the largest of any state in the nation, second in total size only to the USDA. Illinois' program is the most comprehensive in the nation and has been acknowledged as a model program for other grain regulatory agencies.

The outcome indicators demonstrate a high rate of compliance due to the Department's statutory authority to impose monetary penalties for violations. The output indicators show a low percentage of complaints due to the Bureau's efforts to improve consistency among field staff and improve communications with licensees.

### **Explanatory information**

Illinois has over 1 billion bushels of State licensed grain storage space—the highest amount of any state. Currently, there are 467 companies licensed to buy and/or store grain in Illinois at 1,200 different locations.

Variations in the scope of examinations among states contribute to the variance in time spent to complete examinations as well as the number of inspections per examiner.



## WEIGHTS AND MEASURES

### Mission Statement

In order to ensure fair and equitable trade practices by the business community with Illinois consumers, inspect and test all measuring devices used in commercial transactions and administer other related statutes.

### Program Goals & Objectives

- 1) Provide timely and accurate inspections.
    - a) Complete inspections in a timely manner.
    - b) Reduce the number of challenges of inspection reports.
  - 2) Assure that an appropriate and certified device is being used.
    - a) Inspect at least 95% of all known devices each year.
    - b) Reduce instances of inappropriate activity/device used.
  - 3) Provide comprehensive, consistent and fair inspections that follow the Department's policies and procedures.
    - a) Survey customers to assess satisfaction with inspection policies and procedures.
  - 4) Ensure public confidence in system integrity.
    - a) Survey customers to improve integrity of commercial measurement.
    - b) Reduce the number of complaints about accuracy.
  - 5) Provide inspection services to ensure the accuracy of measuring devices used in the state of Illinois.
    - a) Increase the overall percent of devices that measure accurately.
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<b>WEIGHTS AND MEASURES</b>	<i>Fiscal Year 1999 Actual</i>	<i>Fiscal Year 2000 Target</i>	<i>Fiscal Year 2000 Actual</i>	<i>Fiscal Year 2001 Target</i>
<b>Outcome Indicators (performance measures)</b>				
Average time to complete inspections (minutes)	<b>38</b>	<b>38</b>	<b>38</b>	<b>38</b>
Number of challenges to inspection reports	<b>96</b>	<b>100</b>	<b>0</b>	<b>0</b>
Percent of instances where inappropriate device is used	<b>5.3%</b>	<b>5.6%</b>	<b>5%</b>	<b>5%</b>
Average response of customers surveyed who rate requirements, policies, and procedures as (1) extremely restrictive to (7) not at all restrictive	<b>NA</b>	<b>5.2</b>	<b>5.2</b>	<b>5.5</b>
Average response of customers surveyed who rate inspection procedures as (1) not at all efficient to (7) extremely efficient	<b>NA</b>	<b>5.6</b>	<b>5.6</b>	<b>6.0</b>
Number of citizen complaints about accuracy	<b>179</b>	<b>200</b>	<b>187</b>	<b>200</b>
Percent of devices that measure accurately	<b>94.7%</b>	<b>94.4%</b>	<b>95.5%</b>	<b>95%</b>
<b>Output Indicators (activity measures)</b>				
Devices inspected	<b>103,433</b>	<b>117,313</b>	<b>109,324</b>	<b>110,000</b>
Number of re-inspections	<b>3,000</b>	<b>3,054</b>	<b>3,054</b>	<b>3,000</b>
Egg inspections		<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
Enforcement actions	<b>6,161</b>	<b>6,200</b>	<b>5,446</b>	<b>5,500</b>
Device/Egg licenses issued	<b>2,355</b>	<b>2,355</b>	<b>2,355</b>	<b>2,400</b>
<b>Efficiency/Cost-Effectiveness</b>				
Cost per inspection.	<b>\$30.23</b>	<b>\$31.10</b>	<b>\$33.93</b>	<b>\$36.0</b>
<b>External Benchmarks</b>				
Percent of devices that measure accurately				
Missouri			<b>88.5%</b>	
Kansas			<b>92.7%</b>	
Michigan			<b>87.2%</b>	
<b>Input Indicators</b>				
Expenditures (thousands)	<b>\$3,804.1</b>	<b>\$4,071.7</b>	<b>\$3,813.1</b>	<b>\$3,889.4</b>
Personnel	<b>50</b>	<b>54</b>	<b>54</b>	<b>57</b>

#### **Discussion of Indicators**

In order to ensure equity in the marketplace, the Weights & Measures program performs inspections of all types of devices used to determine accurate measurement and delivery of wholesale and retail commodities, monitors the quality of motor fuel products sold, grades consumer eggs and egg products and maintains laboratories for metrology primary units of measure and grain moisture and grain moisture measurement. The number of commercially-used weighing and measuring devices continues to increase at a rapid rate. The Department has made significant strides to inspect and test all devices once every twelve months and periodically perform scanning device, egg and prepackaged commodity inspections.

As the outcome measures indicate, devices located in Illinois have a higher compliance rate, (95.5%), compared to other states. This is in part due to an increased number of field inspectors and an improvement to the standards and testing equipment. Changes made have resulted in an increased number of devices inspected. During FY96, 79,154 devices were inspected compared to FY00 when 98,315 devices were inspected—a 24% increase in productivity

#### **Explanatory information.**

The bureau inspects and tests all types of commercially-used devices annually. Scales tested include grocery store point of sale and other counter scales, aluminum cans, vehicle, livestock, railroad track, grain hopper, belt conveyor and bituminous plant scales. Meters tested include gas pump, vehicle tank, grain moisture, LP Gas and loading rack meters at petroleum terminals. Prepackaged commodities such as store packaged meat and delicatessen items and standard weight products such as boxed cereal and flour are check-weighed to ensure accurate net weight declarations are maintained.

**Summary:**

The Illinois Department of Agriculture is faced with the tough task of balancing the role being a promotional and regulatory agency in one. The safety of the citizens is the number one concern in the enforcement of statutory requirements. The Department wants to ensure that the foods we consume meet all the necessary requirements and that all precautions are taken in protecting the valuable natural resources of the state.

The agriculture industry is facing some tough challenges. The Department is taking a leadership role in helping shape the future of agriculture in Illinois. Some of the issues facing agriculture include integration of producers into the value chain, incorporation of environmental protection tools, pressures from urban growth, export opportunities, biotechnology, risk management tools and adequate supply of products to meet consumer needs.

The industry is rapidly changing and the Department will continue to assist the industry by promoting diversification. Rural communities are dependent on the industry. The Department needs to assist in generating new opportunities in a healthy, viable, sustainable and profitable industry called Illinois agriculture and create an environment that enhances both traditional and non-traditional uses.