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Horticulture contributes to Green County diversity

Green County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$2.1 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$538,000 to economy

More and more Green County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 95 farms generating \$538,000 in local food sales.

Farmers are stewards of 81% of the county's land

Green County farmers own and manage 302,295 acres, or 81 percent, of the county's land. This includes cropland, rangeland, pasture, tree farms and farm forests. As stewards of the land, farmers use conservation practices, such as no-till, cover crops, crop rotation, nutrient management and integrated pest management, to protect and improve environmental resources and provide habitat for wildlife.



University of Wisconsin-Extension

University of Wisconsin-Extension is part of the local and statewide network of organizations and agencies that support Wisconsin's \$88.3 billion agriculture industry. A recent statewide survey of nearly 1,000 agricultural service providers from throughout Wisconsin found that UW-Extension helps enhance economic impact by improving agribusiness services to farmers, increasing agribusiness or farm profitability, expanding agribusiness networks, and helping to reduce agribusiness or farm environmental impacts.

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AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Green County Agriculture:

Value & Economic Impact

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Agriculture works hard for Green County every day. Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity while contributing to local income and tax revenues.

Green County is home to almost twice as many dairy cattle as people. The county has the highest number of cheese manufacturing plants and the highest concentration of Master Cheesemakers in the state. The 12 cheese plants utilize milk from over 260 dairy farms to produce more than 60 varieties of award winning artisan cheeses.

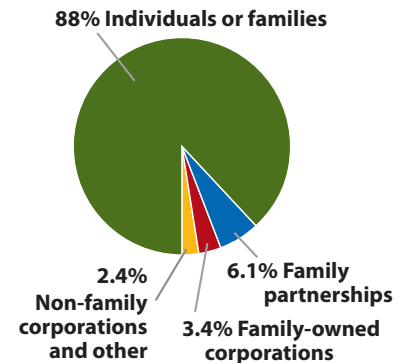
The number of farms in the county has increased over the past 10 years to a total of 1,545 with an average size of 196 acres. Green County ranks in the top ten counties in the production of corn, corn silage, soybeans and alfalfa. The county is also home to one of Wisconsin's first ethanol plants, producing 57 million gallons of ethanol and over 150,000 tons of distillers grains annually.



How important is agriculture?

- Agriculture provides **jobs for 6,979** Green County residents.
- Agriculture accounts for **\$2.0 billion in economic activity**.
- Agriculture contributes **\$484 million** to the county's total income.
- Agriculture pays **\$23.3 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 32% of Green County's jobs

Green County **agriculture provides 6,979 jobs**, or 32 percent, of the county's workforce of 22,050. Production jobs include farm owners and managers and farm employees. Agricultural service jobs include veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders and agricultural lenders, to name a few. Processing jobs include those employed in food processing and other value-added industries that support food processors. Every job in agriculture generates an additional 1.17 jobs in the county.

Agriculture contributes \$484 million to county income

Green County **agriculture accounts for \$483.9 million**, or 31.7 percent, of the county's total income. This includes wages, salaries, benefits and profits of farmers and workers in agriculture-related businesses. Every dollar of agricultural income generates an additional \$1.48 of county income.

Agriculture pumps \$2.0 billion into local economy

Green County **agriculture generates \$2.0 billion in economic activity**, 49.3 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.63 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$1.23 billion and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$657.9 million in economic activity. For example, this includes business-to-business purchases of fuel, seed, fertilizer, feed and farm machinery, as well as veterinary services, crop and livestock consultants and equipment leasing.
- This business-to-business activity then generates another \$113.8 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays over \$23 million in taxes

Economic activity associated with Green County farms and agriculture-related businesses **generates \$23.3 million** in local and state taxes. This figure does not include all property taxes paid to support local schools. If it did, the number would increase dramatically.

Table 1. Taxes paid by agriculture

Sales tax	\$5.0 million
Income tax	\$7.1 million
Property tax	\$6.7 million
Other	\$4.4 million
Total	\$23.3 million

Table 2. Green County's top commodities (sales by dollar value, 2012)

1. Milk	\$98.8 million
2. Grain	\$65.8 million
3. Cattle & calves	\$26.1 million
4. Other crops & hay	\$4.5 million
5. Vegetables	\$2.0 million



Dairy is a key Green County industry

Dairy farming is the major agricultural industry in Green County. On-farm production and milk sales account for \$165.7 million. Processing milk into dairy products generates another \$1.29 billion

- Thirty plants process dairy products in Green County.
- On-farm milk production accounts for 778 jobs, and dairy processing accounts for 3,067 jobs.
- At the county level, each dairy cow generates \$4,367 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

