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Horticulture contributes to Green Lake County diversity

Green Lake County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$13.4 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$291,000 to economy

More and more Green Lake County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 49 farms generating \$291,000 in local food sales.

Farmers are stewards of 69% of the county's land

Green Lake County farmers own and manage 154,595 acres, or 69 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 crop rotation, nutrient management and integrated pest management, to protect 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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Other economic data from: USDA 2012 Census of Agriculture

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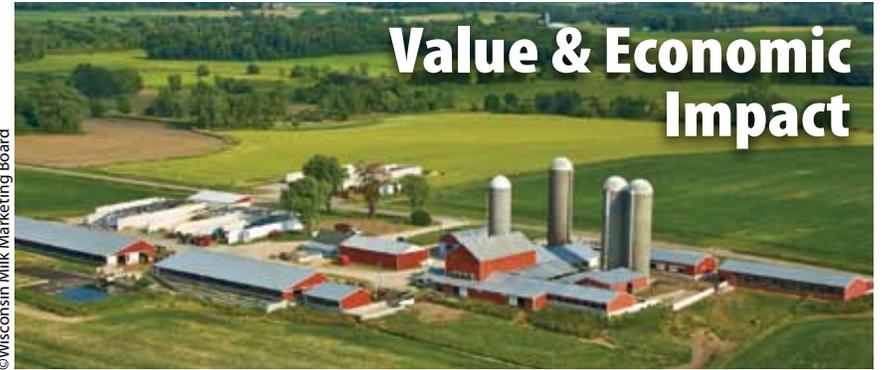
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Green Lake County Agriculture:

Value & Economic Impact

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Agriculture works hard for Green Lake 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.

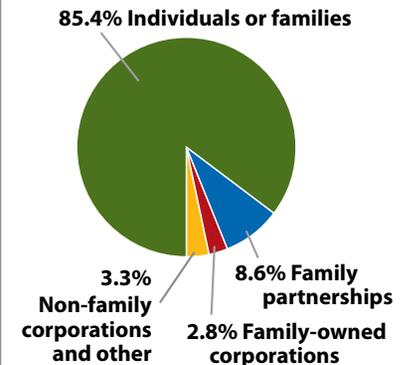
Green Lake County in Central Wisconsin has a population of just under 20,000 people and 608 farms with an average farm size of 254 acres. Total farm land is about 155,000 acres, of which about 120,000 acres are under crop production. Major crops include: corn, soybeans, forages, vegetables, and wheat. The county also has a small yet vibrant organic farming community as well as many who raise livestock. Green Lake County is home to the Tri-County Produce Auction which is one of Wisconsin's largest auctions with sales typically over one million dollars annually. The county has a strong Amish farming community. Green Lake County is in the top three counties for adoption and implementation of farm nutrient management plans.



How important is agriculture?

- Agriculture provides **jobs for 1,855** Green Lake County residents.
- Agriculture accounts for **\$358 million in economic activity**.
- Agriculture contributes **\$121 million** to the county's total income.
- Agriculture pays **\$6.3 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 18% of Green Lake County's jobs

Green Lake County **agriculture provides 1,855 jobs**, or 17.8 percent, of the county's workforce of 10,449. 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 0.62 jobs in the county.

Agriculture contributes \$121 million to county income

Green Lake County **agriculture accounts for \$120.8 million**, or 17.3 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 \$0.82 of county income.

Agriculture pumps \$358 billion into local economy

Green Lake County **agriculture generates \$358.1 million in economic activity**, 25.3 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.39 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$257.9 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$69.0 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 \$31.2 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays \$6.3 million in taxes

Economic activity associated with Green Lake County farms and agriculture-related businesses **generates \$6.3 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	\$1.4 million
Income tax	\$1.9 million
Property tax	\$1.9 million
Other	\$1.1 million
Total	\$6.3 million

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

1. Milk	\$46.8 million
2. Grain	\$29.2 million
3. Vegetables	\$12.7 million
4. Cattle & calves	\$11.4 million
5. Other crops & hay	\$0.90 million



Agricultural processing is a key Green Lake County industry

Agricultural processing is the major agricultural industry in Green Lake County. Green Lake County agricultural processors contribute \$204.1 million to the county's economy. Vegetables are the main products.

- Every dollar of sales of processed products generates an additional \$0.37 of economic activity in other parts of the economy.
- Processing accounts for \$53.8 million of income in the county.
- Green Lake County's agricultural processing accounts for 691 jobs.

