



## CLARK COUNTY AGRICULTURE: VALUE & ECONOMIC IMPACT

Agriculture works hard for Clark 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.

Clark County ranks second in state dairy production but first in number of cows and number of dairy farms. The county ranks among the top 20 dairy-producing counties in the nation. With 16 processing plants, five feed suppliers, three milking equipment dealers and a host of other support industries, Clark County boasts an unparalleled infrastructure for dairy farming.

Small family farms, with average herd sizes of 80 cows, dominate this heartland county. Amish, Mennonite, German Baptist and Dutch farmers make up a large proportion of farms in the county. Clark County is a top Wisconsin producer of forage, oats for grain and corn for silage. Commercial vegetable production is on the rise, with a major wholesale produce auction calling the county home.

**How important is agriculture?**

- Agriculture provides 7,696 jobs in Clark county.
- Agriculture accounts for \$1.5 billion in business sales.



**Agriculture provides 46% of county's jobs**

Clark County agriculture provides 7,696 jobs, about 46 percent, of the county's workforce of 16,905. Jobs include farm owners and managers, farm employees, veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders, agricultural lenders and other professionals, to name a few. It also includes those employed in food processing and other value-added industries. Every job in agriculture generates an additional 0.78 jobs in the county.

**Agriculture pumps \$1.5 billion into economy**

Clark County agriculture generates \$1.5 billion, or 63 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.47 of business sales in other parts of the county's economy.

## CLARK COUNTY AGRICULTURE: VALUE & ECONOMIC IMPACT (CONTINUED)

- Purchases of agricultural and food-processing inputs, services and equipment add another \$440 million in business sales. For example, this includes business-to-business purchases of fuel, seed, fertilizer, food and farm machinery, as well as veterinary services, crop and livestock consultants, and financial services.
- This business-to-business activity then generates another \$51 million in sales when people who work in agriculture-related businesses spend their earnings in the local economy.

### Agriculture contributes more than \$403 million to income

Clark County agriculture accounts for \$403.5 million, or 47 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 \$0.89 of county income.

Table 1. Taxes generated by agriculture

Sales tax	\$7.6 million
Property tax	\$10.0 million
Income tax	\$3.2 million
Other	\$15.4 million
<b>Total</b>	<b>\$36.2 million</b>

Table 2. Clark County's top commodities (sales by dollar value, 2007)

1. Milk	\$222.7 million
2. Cattle & calves	\$26.5 million
3. Grain	\$19.3 million
4. Other crops & hay	\$3.5 million
5. Fruits, nuts & berries	\$1.3 million

### Agriculture pays \$36 million in taxes

Economic activity associated with Clark County farms and agriculture-related businesses generates \$36.2 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 be much higher.

### Dairy is a key Clark County industry

Dairy farming is the major agricultural industry in Clark



County. On-farm milk production generates \$315.3 million in business sales. Processing milk into dairy products accounts for another \$763.5 million.

- 16 plants process dairy products in Clark County.
- On-farm milk production accounts for 2,246 jobs, and dairy processing accounts for 2,588 jobs.
- At the county level, each dairy cow generates \$3,918 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$21,000 in total sales.

### Horticulture contributes to Clark County diversity

Clark County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$1.6 million. Landscaping, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

### Direct-marketing sales add \$369,000 to economy

More and more Clark County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 194 farms generate \$369,000 in direct-marketing sales.



### Farmers are stewards of 57% of county's land

Clark County farmers own and manage 440,376 acres, about 57 percent, of the county's land. This includes

cropland, pasture, tree farms, farm forests and wetlands. 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.