



©USDA Tim McCabe

## Horticulture contributes to Clark County diversity

Clark County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$3.7 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$622,000 to economy

More and more Clark County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 221 farms generating \$622,000 in local food sales.

## Farmers are stewards of 59% of the county's land

Clark County farmers own and manage 458,221 acres, or 59.2 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.



©USDA NRCS



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.

### Produced in 2014 by:

University of Wisconsin-Extension  
Wisconsin Milk Marketing Board  
Wisconsin Department of Agriculture,  
Trade, and Consumer Protection

### Economic data (2012) provided by:

Steven C. Deller, Professor, Department of Agriculture and Applied Economics, University of Wisconsin-Madison, and Community Development Specialist, University of Wisconsin-Extension.

### Other economic data from:

USDA 2012 Census of Agriculture

### For more information, contact:

Clark County UW-Extension  
517 Court Street, Room 104, Neillsville, WI 54456  
715-743-512 • <http://clark.uwex.edu/>

An EEO/AA employer, the University of Wisconsin-Extension, Cooperative Extension provides equal opportunities in employment and programming, including Title IX and Americans with Disabilities (ADA) requirements.

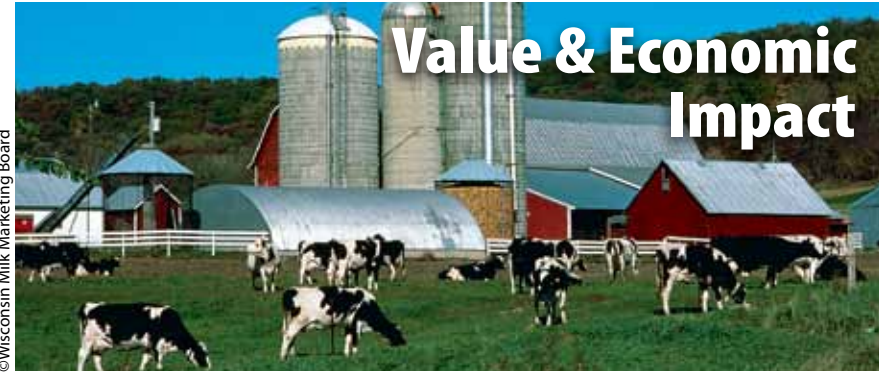
2014

AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

## Clark County Agriculture:

# Value & Economic Impact

©Wisconsin Milk Marketing Board



**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 leads the state in milk production, the number of dairy cows, and 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.

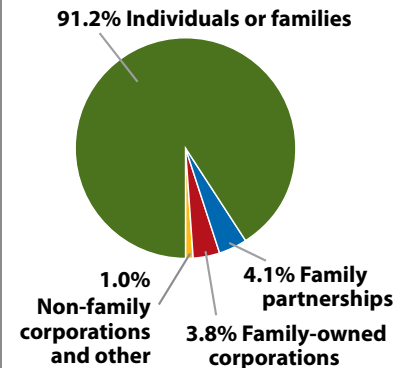
Family farms are the norm in Clark County, with an average herd size of 80 cows, which dominates this heartland county. Amish, Mennonite, German Baptist and Dutch farmers make up a large proportion of farms in the county. Clark County is a top Wisconsin producer of forage, oats for grain and corn for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



### How important is agriculture?

- Agriculture provides **jobs for 8,446** Clark County residents.
- Agriculture accounts for **\$2 billion in economic activity**.
- Agriculture contributes **\$581 million** to the county's total income.
- Agriculture pays **\$24.1 million in taxes**. This figure does not include all property taxes paid to local schools.

### Who owns the farms?



## Agriculture provides 47% of Clark County's jobs

Clark County **agriculture provides 8,446 jobs**, or 46.7 percent, of the county's workforce of 18,102. 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 1.08 jobs in the county.

## Agriculture contributes \$581 million to county income

Clark County **agriculture accounts for \$581.5 million**, or 51.5 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 \$1.12 of county income.

## Agriculture pumps \$2 billion into local economy

Clark County **agriculture generates \$2.0 billion in economic activity**, 67.3 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.55 of economic activity in other parts of the county's economy.

### Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$1.3 billion and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$632.8 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 \$95.6 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays over \$24 million in taxes

Economic activity associated with Clark County farms and agriculture-related businesses **generates \$24.1 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	\$7.0 million
Property tax	\$6.8 million
Other	\$5.3 million
<b>Total</b>	<b>\$24.1 million</b>

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

1. Milk	\$264.3 million
2. Grain	\$78.4 million
3. Cattle & calves	\$41.9 million
4. Other crops & hay	\$9.7 million
5. Nursery & greenhouse	\$2.2 million



## Dairy is a key Clark County industry

Dairy farming is the major agricultural industry in Clark County. On-farm production and milk sales account for \$339.3 million. Processing milk into dairy products generates another \$1.2 billion.

- Sixteen plants process dairy products in Clark County.
- On-farm milk production accounts for 1,801 jobs, and dairy processing accounts for 3,097 jobs.
- At the county level, each dairy cow generates \$4,080 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

