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.

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?
- 85.4% Individuals or families
- 8.6% Family partnerships
- 3.3% Non-family corporations and other
- 2.8% Family-owned corporations

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.

Value & Economic Impact

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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.

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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

<table>
<thead>
<tr>
<th>Tax Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales tax</td>
<td>$1.4 million</td>
</tr>
<tr>
<td>Income tax</td>
<td>$1.9 million</td>
</tr>
<tr>
<td>Property tax</td>
<td>$1.9 million</td>
</tr>
<tr>
<td>Other</td>
<td>$1.1 million</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$6.3 million</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Sales Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Milk</td>
<td>$46.8 million</td>
</tr>
<tr>
<td>2. Grain</td>
<td>$29.2 million</td>
</tr>
<tr>
<td>3. Vegetables</td>
<td>$12.7 million</td>
</tr>
<tr>
<td>4. Cattle &amp; calves</td>
<td>$11.4 million</td>
</tr>
<tr>
<td>5. Other crops &amp; hay</td>
<td>$0.90 million</td>
</tr>
</tbody>
</table>

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.