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Horticulture contributes to Walworth County diversity

Walworth County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$6.5 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add \$829,000 to economy

More and more Walworth County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 87 farms generate \$829,000 in direct-marketing sales.

Farmers are stewards of 61% of the county's land

Walworth County farmers own and manage 217,593 acres, or 61 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.



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Other economic data from:

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AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

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Walworth County Agriculture: Value & Economic Impact

Agriculture works hard for Walworth 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.

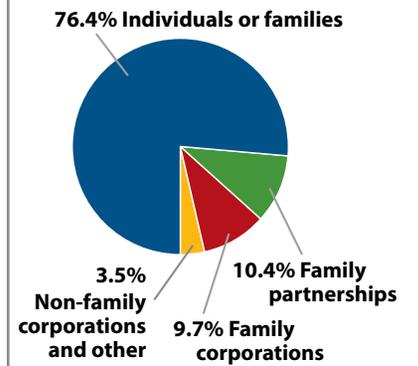
Although the population of Walworth County has increased by 25 percent in the past decade, over 60 percent of the county is still farmland. As one of the state's top tourist destinations, the pastoral landscape is a valuable asset to the county.

Agriculture in the county is extremely diverse and in addition to production grain and dairy, includes a wide range of livestock and horticultural crops. The direct marketing of vegetables, meat and poultry, cheese, and fruits is a rapidly growing segment of county agriculture.

How important is agriculture?

- Agriculture provides **3,780 jobs** in Walworth County.
- Agriculture accounts for **\$599 million in business sales**.
- Agriculture contributes **\$208 million** to county income.
- Agriculture pays over **\$17 million in taxes**.

Who owns the farms?



Agriculture provides 7% of county's jobs

Walworth County agriculture provides **3,780 jobs**, 7.1 percent of the county's workforce of 53,421. 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 0.37 jobs in the county.

Agriculture pumps \$599 million into economy

Walworth County agriculture generates **\$599.6 million**, 9 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.24 of business sales in other parts of the county's economy.

Here's how agriculture stimulates business activity:

- The direct effect of agriculture equals \$485 million and includes the sale of farm products, processed and other value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$65.3 million in business sales. 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 financial services.
- This business-to-business activity then generates another \$49.3 million in business sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture contributes \$208 million to income

Walworth County agriculture **accounts for \$208.5 million**, 6.8 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 \$0.48 of county income.

Agriculture pays over \$17 million in taxes

Economic activity associated with Walworth County farms and agriculture-related businesses **generates \$17.7 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.

Table 1. Taxes generated by agriculture

Sales tax	\$3.6 million
Property tax	\$4.8 million
Income tax	\$3.2 million
Other	\$6.1 million
Total	\$17.7 million

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

1. Grains	\$57.2 million
2. Milk	\$52.3 million
3. Cattle & calves	\$10.1 million
4. Nursery & greenhouse	\$4.7 million
5. Vegetables	\$1.7 million



Dairy & grain production are key Walworth County industries

Grain production is the largest part of Walworth County's agriculture in terms of on-farm value. In 2007, the market value of corn, soybeans and other grain crops, was \$57.2 million, or 39 percent of the total market value of all agricultural products sold in the county. There are over 105,000 acres of corn grown for grain and over 50,000 acres of soybeans raised in Walworth County. Dairy is an important part of Walworth County's agriculture. In 2007, the on-farm production and sale of milk accounted for \$52.3 million in economic activity.

- At the county level, each dairy cow generates \$3,436 in on-farm sales to producers.
- Walworth County's on-farm milk production accounts for 383 jobs.

