

2011

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Wisconsin Milk Marketing Board



Taylor County Agriculture: Value & Economic Impact

Agriculture works hard for Taylor 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.

Taylor County boasts a wide range of commodities, including dairy and meat animals, Christmas trees, mink, ginseng, berries, timber, pheasant and emu. The county is home to Gilman Cheese Corp., Marathon Cheese Corp., Nestle-Tombstone Pizza and Maple Island; several lumber-processing facilities; and five major wood-product manufacturers.

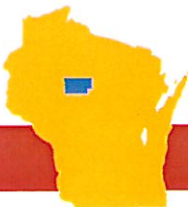
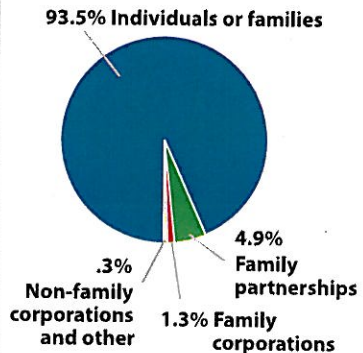
The county raises 44,583 dairy cows and beef cattle on 112,000 acres. Dairy is the primary economic driver, contributing \$52 million to the economy. Forage production supports the livestock industry, while cash crops of corn, soybeans and oats complement it.

Located in north-central Wisconsin, rural Taylor County lacks urban centers. Two-thirds of its citizens choose to live in the country, using their property to grow their own food or selling to farmers' markets and other venues.

How important is agriculture?

- Agriculture provides 3,745 jobs in Taylor County.
- Agriculture accounts for \$615 million in business sales.
- Agriculture contributes \$192 million to county income.
- Agriculture pays about \$17 million in taxes.

Who owns the farms?



Agriculture provides 33% of county's jobs

Taylor County **agriculture provides 3,745 jobs**, about 33 percent of the county's workforce of 11,312. 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 \$615 million into economy

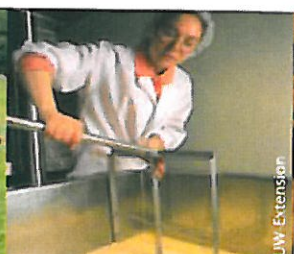
Taylor County **agriculture generates \$615.2 million**, or about 44 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional \$0.42 of business sales in other parts of the county's economy.

Here's how agriculture stimulates business activity:

- The direct effect of agriculture equals \$434 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 \$146.4 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 \$34.8 million in sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture contributes \$192 million to income

Taylor County **agriculture accounts for \$192.4 million**, about 33 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 \$0.86 of county income.



Agriculture pays \$17 million in taxes

Economic activity associated with Taylor County farms and agriculture-related businesses **generates \$16.9 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	\$3.8 million
Property tax	\$5.0 million
Income tax	\$1.8 million
Other	\$6.2 million
Total	\$16.8 million

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

1. Milk	\$51.2 million
2. Cattle & calves	\$13.8 million
3. Other animals & animal products	\$12.8 million
4. Grains	\$10.1 million
5. Other crops & hay	\$2.1 million



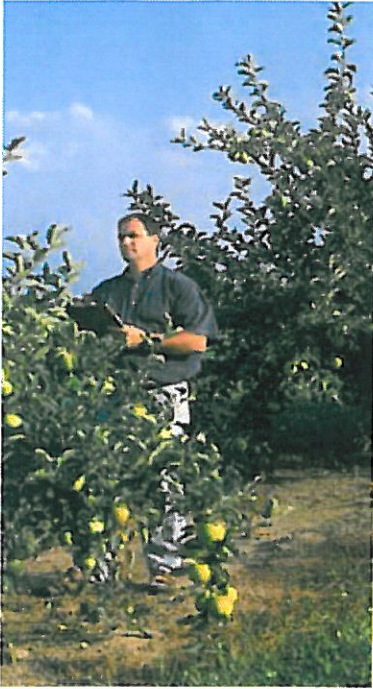
Dairy is a key Taylor County industry

Dairy farming is the major agricultural industry in Taylor County. On-farm milk production generates \$50.2 million in business sales. Processing milk into dairy products accounts for another \$178.4 million.

- Three plants process dairy products in Taylor County.
- On-farm milk production accounts for 521 jobs, and dairy processing accounts for 718 jobs.
- At the county level, each dairy cow generates \$2,433 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$21,000 in total sales.



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Horticulture contributes to Taylor County diversity

Taylor County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$13.5 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add \$414,000 to economy

More and more Taylor County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 69 farms generate \$414,000 in direct-marketing sales.

Farmers are stewards of 39% of the county's land

Taylor County farmers own and manage 242,932 acres, 39 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:

USDA 2007 Census of Agriculture

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