Horticulture contributes to Calumet County diversity

Calumet County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to $2.75 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and many seasonal jobs.

Direct-marketing sales add $234,000 to economy

More and more Calumet County farmers sell directly to consumers through roadside stands, farmers’ markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 46 farms generate $234,000 in direct-marketing sales.

Farmers are stewards of 75% of the county’s land

Calumet County farmers own and manage 151,659 acres, 75 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.

Agriculture works hard for Calumet 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.

Set in east-central Wisconsin along Lake Winnebago, Calumet County includes a mix of urban areas and rural townships. The dairy industry, long an economic mainstay, has undergone a rapid transition. Over the past decade, many farms have modernized and expanded facilities, resulting in a dramatic rise in the number of cows per farm. Within the county, a specialized infrastructure, serving both on-farm production and processing, supports farmers as well as several large dairy manufacturing plants.

A healthy cash grain, vegetable and horticulture industry, serving the Fox Cities, lends diversity and economic stability to county agriculture. To ensure a strong future for farming, Calumet County farmers have banded together to protect and preserve farmland in areas of rapid development.

How important is agriculture?

- Agriculture provides 4,093 jobs in Calumet County.
- Agriculture accounts for $1.17 billion in business sales.
- Agriculture contributes $253 million to county income.
- Agriculture pays almost $24 million in taxes.

Who owns the farms?

- 86.6% Individuals or families
- 7.8% Family partnerships
- 5.1% Non-family corporations and other
- .5% Non-family corporations

For more information, contact:
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Chilton, WI 53014
920-849-1450 or 920-989-2700

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Economic data (2008) provided by:
Steven C. Deller, professor of agricultural and applied economics, College of Agricultural and Life Sciences, University of Wisconsin-Madison; and community development specialist, University of Wisconsin-Extension, Cooperative Extension.

Other economic data from:
USDA 2007 Census of Agriculture
Agriculture provides 19% of county’s jobs
Calumet County agriculture provides 4,093 jobs, 19 percent of the county's workforce of 21,320. 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 1.08 jobs in the county.

Agriculture pumps $1.17 billion into economy
Calumet County agriculture generates $1.17 billion, about 37 percent, of the county's total business sales. Every dollar of sales from agricultural products generates an additional $0.35 of business sales in other parts of the county's economy.

Agriculture contributes $253 million to income
Calumet County agriculture accounts for $253.3 million, about 23 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 $0.90 of county income.

Agriculture pays about $24 million in taxes
Economic activity associated with Calumet County farms and agriculture-related businesses generates $23.8 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

<table>
<thead>
<tr>
<th>Tax Type</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales tax</td>
<td>$5.1 million</td>
</tr>
<tr>
<td>Property tax</td>
<td>$6.8 million</td>
</tr>
<tr>
<td>Income tax</td>
<td>$3.2 million</td>
</tr>
<tr>
<td>Other</td>
<td>$8.7 million</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$23.8 million</strong></td>
</tr>
</tbody>
</table>

Table 2. Calumet County’s top commodities (sales by dollar value, 2007)

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Milk</td>
<td>$117.3 million</td>
</tr>
<tr>
<td>2. Grain</td>
<td>$24.3 million</td>
</tr>
<tr>
<td>3. Cattle &amp; calves</td>
<td>$17.5 million</td>
</tr>
<tr>
<td>4. Other animals &amp; animal products</td>
<td>$2.79 million</td>
</tr>
<tr>
<td>5. Other crops &amp; hay</td>
<td>$1.86 million</td>
</tr>
</tbody>
</table>

Dairy is a key Calumet County industry
Dairy farming is the major agricultural industry in Calumet County. On-farm milk production generates $124.3 million in business sales. Processing milk into dairy products accounts for another $199.2 million.

- Seven plants process dairy products in Calumet County.
- On-farm milk production accounts for 791 jobs, and dairy processing accounts for 534 jobs.
- At the county level, each dairy cow generates $3,475 in on-farm sales to producers.
- At the state level, each dairy cow generates about $21,000 in total sales.