Horticulture contributes to Fond du Lac County diversity
Fond du Lac 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 $807,000 to economy
More and more Fond du Lac County farmers sell directly to consumers through roadside stands, farmers’ markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 89 farms generate $807,000 in direct-marketing sales.

Farmers are stewards of 73% of the county’s land
Fond du Lac County farmers own and manage 335,745 acres, or 73 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 Fond du Lac 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.

Strength and diversity characterize Fond du Lac County, where commodities like mushrooms and mink join more conventional crops such as winter wheat, corn silage, green peas, sweet corn, soybeans and alfalfa.

Dairy farms of all sizes dominate the rural landscape. In fact, Fond du Lac County, located at the southern tip of Lake Winnebago, has the largest dairy farm in the state. In another first, the county has more wind turbines than any other county.

Always a leading producer, Fond du Lac County ranks fourth in the state and 26th in the nation in dairy production. It is home to four cheese processors and four vegetable-processing plants.

How important is agriculture?
- Agriculture provides 8,692 jobs in Fond du Lac County.
- Agriculture accounts for $2.3 billion in business sales.
- Agriculture contributes $576 million to county income.
- Agriculture pays $52 million in taxes.

Who owns the farms?
- 84.7% Individuals or families
- 0.9% Non-family corporations and other
- 10.4% Family partnerships
- 4% Family corporations

For more information, contact:
Fond du Lac County – UW Extension Room 227 Administration/Extension Bldg
400 University Drive
Fond du Lac, WI 54935-2998
920-929-3170
http://fond dulac.uwex.edu/

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Agriculture provides 15% of county’s jobs
Fond du Lac County agriculture provides 8,692 jobs, about 15 percent, of the county’s workforce of 59,221. 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 0.90 jobs in the county.

Agriculture pumps $2.3 billion into economy
Fond du Lac County agriculture generates $2.3 billion, or 22 percent, of the county’s total business sales. Every dollar of sales from agricultural products generates an additional $0.40 of business sales in other parts of the county’s economy.

Agriculture contributes $576 million to income
Fond du Lac County agriculture accounts for $576.4 million, more than 14 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 $0.97 of county income.

Here’s how agriculture stimulates business activity:
- The direct effect of agriculture equals $1.65 billion 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 $543.6 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 $115 million in business sales when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays $52 million in taxes
Economic activity associated with Fond du Lac County farms and agriculture-related businesses generates $52 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>
<thead>
<tr>
<th>Table 1. Taxes generated by agriculture</th>
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<tbody>
<tr>
<td>Sales tax</td>
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<td>$11.3 million</td>
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<tr>
<td>Property tax</td>
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<td>Other</td>
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<tr>
<td><strong>Total</strong></td>
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<td><strong>$52.0 million</strong></td>
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<tr>
<th>Table 2. Fond du Lac County’s top commodities (sales by dollar value, 2007)</th>
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<tbody>
<tr>
<td>1. Milk                      $192.3 million</td>
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<tr>
<td>2. Grain                     $54.0 million</td>
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<tr>
<td>3. Cattle &amp; calves           $23.7 million</td>
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<td>4. Vegetables                $9.5 million</td>
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<td>5. Nursery &amp; greenhouse      $3.5 million</td>
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Dairy is a key Fond du Lac County industry
Dairy farming is the major agricultural industry in Fond du Lac County. On-farm milk production generates $211.2 million in business sales. Processing milk into dairy products accounts for another $1.2 billion.

- 10 plants process dairy products in Fond du Lac County.
- On-farm milk production accounts for 1,334 jobs, and dairy processing accounts for 3,192 jobs.
- At the county level, each dairy cow generates $3,714 in on-farm sales to producers.
- At the state level, each dairy cow generates about $21,000 in total sales.