

# ECONOMIC IMPACT OF AGRICULTURE

## Fallon County



January 2021

Fallon County is a rural sparsely populated county located in the southeastern portion of the state and bordering North Dakota. Over 87% of land in Fallon County is classified as farm land.

### Overview (2017 Data)

Population	2,920
County Size (acres)	1,037,152
Land in Farms (%)	87
Number of Farms	289
Median Farm Size (acres)	1,435
Average Farm Size (acres)	3,121

Source: [Census of Agriculture](#): Table 1: County Summary  
Highlights: 2017

### Farm Revenue

Farm revenue (which includes the market value of products sold, government payments, and farm-related income) were nearly \$53 million while production expenses were \$41 million. Government payments were 7.2% of farm revenues.

Market Value of Products Sold	\$45,288,000
Government Payments	\$3,853,000
Farm-Related Income	\$4,162,000
Total Farm Production Expenses	\$41,032,000
Net Cash Farm Income	\$12,271,000

Source: [Census of Agriculture](#): Tables 2, 3, 4, 5 and 6: 2017

### Taxation

The market value of all property in Fallon County was approximately \$781 million in 2019. The taxable value assigned by the Montana Department of Revenue was \$44 million. Agricultural Property (as defined by Montana Department of Revenue as Class

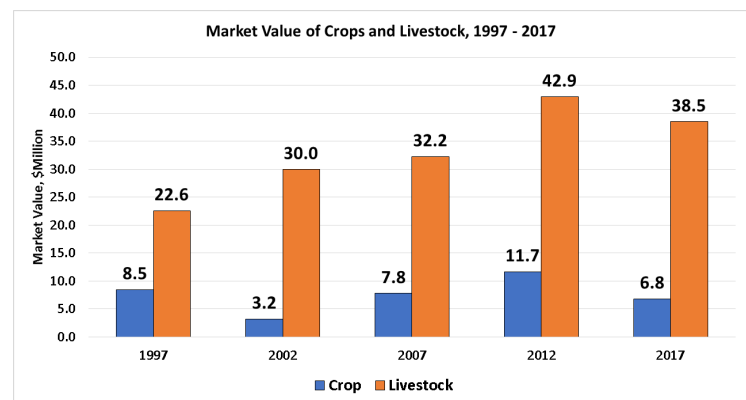
3 property) comprised 3.9% of the county's taxable value.

Property Tax Summary	2019	2014
Market Value of All Property	\$781,568,429	\$553,367,235
Taxable Value of All Property	\$44,950,954	\$34,839,026
Taxable Value of Agricultural Property	\$1,758,950	\$1,941,815
Ag Taxable Value as % of All Property	3.91%	5.57%

Source: Montana Dept. of Rev. Montana Taxes by County in [2018](#) and Montana Taxes by County in [2014](#)

### Market Value of Crops and Livestock

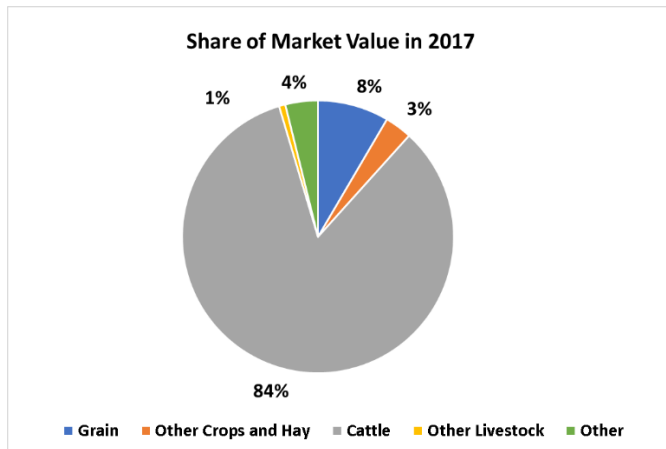
After adjusting for inflation, the market value of crops decreased by 19%, while the market value of livestock increased by 70%, from 1997 to 2017.



Sources: [Census of Agriculture](#): Table 1: County Summary Highlights: 2017 and [St. Louis Fed Producer Price Index](#)

## Crops and Livestock

Cattle (84%) and grain (8%) comprised nearly 92% of total crop and livestock sales in 2017.



Source: [Census of Agriculture](#): Table 2: County Summary Highlights: 2017

## Farm Size by Acres

The percentage of smaller farms, less than 500 acres, decreased from 38% to 36%, while the percentage of larger farms, 500 acres or more, increased from 62% to 64% from 2012 to 2017.

Farm Size by Acres	2017		2012	
	Number of Farms	%	Number of Farms	%
1 to 9	3	1	20	7
10 to 49	36	12	23	8
50 to 179	40	14	31	11
180 to 499	24	8	37	13
500 to 999	26	9	27	9
1,000 or more	160	55	157	53
<b>TOTAL</b>	<b>289</b>	<b>100</b>	<b>295</b>	<b>100</b>

Source: [Census of Agriculture](#): Table 2: County Summary Highlights: 2017

## Farm Size by Sales

The percentage of the smallest farms with less than \$100,000 and largest farms with sales of \$100,000 were unchanged from 2012 to 2017.

Farm Size by Sales	2017		2012	
	Number of Farms	%	Number of Farms	%
Less than 2,500	96	33	79	27
2,500 to 4,999	6	2	17	6
5,000 to 9,999	8	3	7	2
10,000 to 24,999	10	3	24	8
25,000 to 49,999	24	8	25	8
50,000 to 99,999	34	12	31	11
100,000 or more	111	38	112	38
<b>TOTAL</b>	<b>289</b>	<b>100</b>	<b>295</b>	<b>100</b>

Source: [Census of Agriculture](#): Table 1: County Summary Highlights: 2017

## Tillage and Land Use

The percentage of farms using no till or cover crops increased, while the percentage of farms using reduce or intensive tillage decreased from 2012 to 2017.

Tillage	2017		2012	
	Number of Farms	%	Number of Farms	%
No tillage	47	16	48	16
Reduced tillage	16	6	20	7
Intensive tillage	28	10	45	15
Cover crops	12	4	13	4
<b>TOTAL FARMS</b>	<b>289</b>		<b>295</b>	

Source: [Census of Agriculture](#): Table 41 Land Use Practices

## Producer Profile

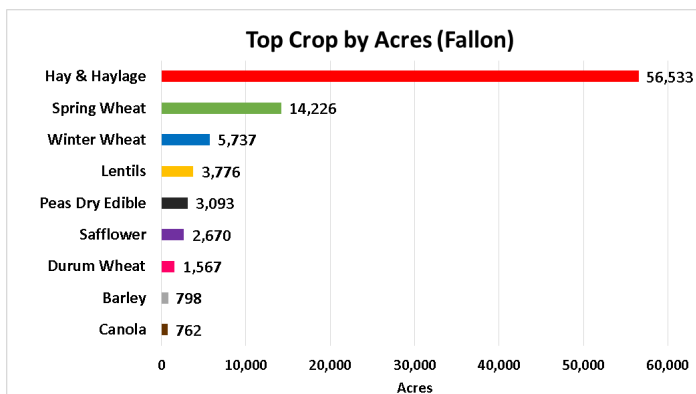
The county producer population was younger than the Montana producer population. Forty-five percent of county producers were under 55 years of age, while 28% were over 65 years of age. Thirty-four percent of the Montana producer population were under 55, while 36% were over 65 years of age. Sixty percent of producers in the county were males, while 60% of Montana producers were males. Farming was the primary occupation for 61% of county producers, while farming was the primary occupation for 50% of Montana producers.

Characteristics	County		State	
	Number of Producers	%	Number of Producers	%
<b>Age</b>				
18 – 25	3	1	1	0
25 to 34	60	12	16	3
35 to 44	82	16	44	9
45 to 54	79	16	83	16
55 to 64	132	26	146	28
65 to 74	100	20	128	25
75 and older	38	8	95	19
<b>Sex</b>				
Male	301	60	28,563	60
Female	198	40	18,673	40
<b>Primary Occupation</b>				
Yes	303	61	23,847	50
No	196	39	24,314	50
<b>TOTAL PRODUCERS</b>	<b>499</b>	<b>100</b>	<b>48,161</b>	<b>100</b>

Source: [Census of Agriculture](#): Table 45 Selected Operation and Producer Characteristics

## Top Crops by Acres

The top crops were hay and haylage, spring and winter wheat, lentils, peas dry edible, safflower, durum wheat, barley, and canola.



Source: [Census of Agriculture](#): Table 1: County Summary Highlights: 2017

## Top Livestock

The top livestock were cattle, sheep and poultry (chickens-layers).

Livestock	Number of Head
Cattle	46,066
Sheep	2,201
Chickens-Layers	539

Source: [Census of Agriculture](#): Tables 11 (Cattle), 13 (Sheep) and 19 (Poultry)

## Employment Impact

Agricultural production employed 477 workers, or 27% of the county's labor force. According to IMPLAN, economic impact model, 327 of the workers were directly employed in production agriculture. An additional 129 workers were employed in businesses supporting agricultural production, such as feed and fertilizer dealers, and another 21 workers were employed in other related businesses, such as grocery and drugs stores. For every 10 jobs on farms and ranches, 5 additional jobs are generated in the county.

Impact Type	Labor Force	Impact Multipliers
County Labor Force	1,736	
Direct Impact	327	
Indirect Impact	129	0.39
Induced Impact	21	0.06
Total Impact	477	0.46
Agriculture's Share (%)	27	

Source: [Bureau of Labor Statistics](#), [www.bls.gov/#cntyaa](http://www.bls.gov/#cntyaa) and IMPLAN Estimates

## Value Added Impacts

Farms and ranches generated \$26.2 million of value-added, or 12% of the county's total gross domestic product of \$216 million in 2017. According to IMPLAN, \$15.9 million was directly contributed by farmers and ranchers. An additional \$9 million was generated by businesses supporting agricultural production and \$1.3 million was generated by other related businesses. Each dollar of value-added in agriculture by a farmer or rancher contributes an additional \$0.65 of value-added in other sectors of the county's economy.

Impact Type	Value-Added (\$1 million)	Impact Multipliers
County GDP*	216.0	
Direct Impact**	15.9	
Indirect Impact**	9.0	0.56
Induced Impact**	1.3	0.08
Total Impact**	26.2	0.65
Agriculture's Share (%)	12	

Sources: \* [St. Louis Federal Reserve Bank](#), \*\* IMPLAN Estimates

## References

- 2017 Census of Agriculture, National Agricultural Statistics Service, Montana, State and County Data, Volume 1, Geographic Area Series, part 26 [https://www.nass.usda.gov/Publications/AgCensus/2017/Full\\_Report/Volume\\_1,\\_Chapter\\_1\\_State\\_Level/Montana/mtv1.pdf](https://www.nass.usda.gov/Publications/AgCensus/2017/Full_Report/Volume_1,_Chapter_1_State_Level/Montana/mtv1.pdf)
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- St. Louis Federal Reserve Bank (2017). Current dollar gross domestic product by county for Montana, retrieved from <https://fred.stlouisfed.org/release/tables?rid=397&eid=1062609&od=2017-01-01#>
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### Report produced by MSU Extension:

- George Haynes, MSU Extension, Professor and Specialist
- Joel Schumacher, MSU Extension, Associate Specialist
- Jeff Peterson, Economic Impact Analyst, Impacts Montana

### Contact Us:

MSU Extension Economics  
P.O. Box 172800  
Bozeman, MT 5971  
406-994-3511



For more information: [www.montana.edu/agimpact](http://www.montana.edu/agimpact)

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