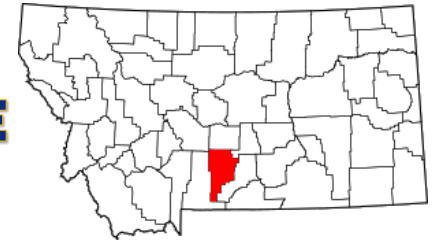


ECONOMIC IMPACT OF AGRICULTURE



Sweet Grass County

January 2021

Sweet Grass County is a rural county located in the south central portion of the state, between Bozeman and Billings. Over 69% of land in Sweet Grass County is classified as farm land.

Overview (2017 Data)

Population	3,710
County Size (acres)	1,187,491
Land in Farms (%)	69.6
Number of Farms	301
Median Farm Size (acres)	320
Average Farm Size (acres)	2,745

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

Farm Revenue

Farm revenues (which includes the market value of products sold, government payments, and farm-related income) were \$28 million while production expenses were over \$26 million. Government payments were 2.2% of farm expenses.

Market Value of Products Sold	\$25,698,000
Government Payments	\$617,000
Farm-Related Income	\$2,056,000
Total Farm Production Expenses	\$26,477,000
Net Cash Farm Income	\$1,894,000

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

Taxation

The market value of all property in Sweet Grass County was approximately \$1 billion in 2019. The taxable value assigned by the Montana Department of Revenue was \$22 million. Agricultural Property (as

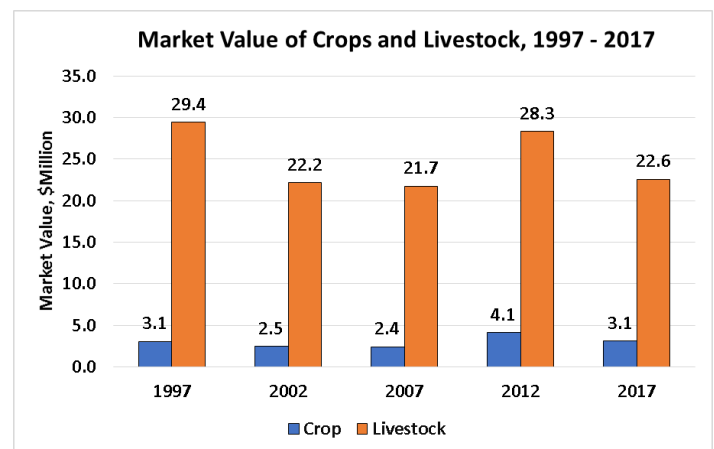
defined by Montana Department of Revenue as Class 3 Property) comprised 8% of the county's taxable value.

Property Tax Summary	2019	2014
Market Value of All Property	\$1,000,671,859	\$667,597,074
Taxable Value of All Property	\$22,630,881	\$17,451,289
Taxable Value of Agricultural Property	\$1,737,217	\$1,839,154
Ag Taxable Value as % of All Property	8%	11%

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

Market Value of Crops and Livestock

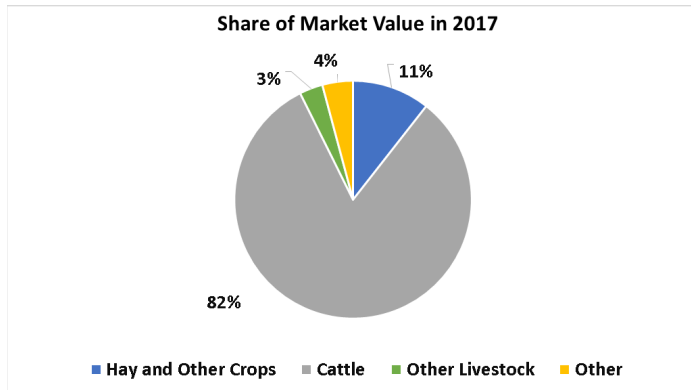
After adjusting for inflation, the market value of crops increased by 2%, while the market value of livestock decreased by 23%, from 1997 to 2017.



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

Crops and Livestock

Cattle comprised 82% 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, increased from 49% to 54%, while the percentage of larger farms, 500 acres or more, decreased from 51% to 46% from 2012 to 2017.

Farm Size by Acres	2017		2012	
	Number of Farms	%	Number of Farms	%
1 to 9	15	5	25	8
10 to 49	43	14	35	11
50 to 179	60	20	58	17
180 to 499	44	15	46	14
500 to 999	28	9	37	11
1,000 or more	111	37	131	39
TOTAL	301	100	332	100

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 in sales decreased from 79% to 76%, while the percentage of the largest farms with sales of \$100,000 or more increased from 21% to 24% from 2012 to 2017.

Farm Size by Sales	2017		2012	
	Number of Farms	%	Number of Farms	%
Less than 2,500	95	32	117	35
2,500 to 4,999	16	5	24	7
5,000 to 9,999	35	12	26	8
10,000 to 24,999	22	7	24	7
25,000 to 49,999	29	10	38	11
50,000 to 99,999	31	10	34	10
100,000 or more	73	24	69	21
TOTAL	301	100	332	100

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

Tillage and Land Use

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

Tillage	2017		2012	
	Number of Farms	%	Number of Farms	%
No tillage	20	7	9	3
Reduced tillage	4	1	13	4
Intensive tillage	39	13	60	18
Cover crops	15	5	30	9
TOTAL FARMS	301		332	

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

Producer Profile

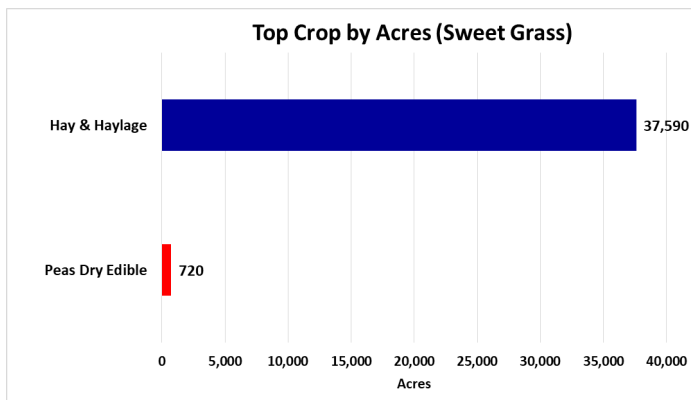
The county producer population was younger than the Montana producer population. Thirty-seven percent of county producers were under 55 years of age, while 32% were over 65 years of age. Thirty-four percent of the Montana producer population were under 55, while 36% were over 65 years of age. Sixty-one percent of producers in the county were males, while 60% of Montana producers were males. Farming was the primary occupation for 60% of county producers, while farming was the primary occupation for 50% of Montana producers.

Characteristics	County		State	
	Number of Producers	%	Number of Producers	%
Age				
18 – 25	16	3	570	1
25 to 34	45	8	3,285	7
35 to 44	60	10	5,179	11
45 to 54	94	16	7,309	15
55 to 64	152	26	13,838	29
65 to 74	135	24	11,469	24
75 and older	50	9	5,587	12
Sex				
Male	351	61	28,563	60
Female	223	39	18,673	40
Primary Occupation				
Yes	344	60	23,847	50
No	230	40	24,314	50
TOTAL PRODUCERS	574	100	48,161	100

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

Top Crops by Acres

The top crops were hay and haylage, and peas dry edible.



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

Top Livestock

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

Livestock	Number of Head
Cattle	33,529
Sheep	3,433
Chickens-Layers	289
Hogs	90

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

Employment Impact

Agricultural production employed 592 workers, or 33% of the county's labor force. According to IMPLAN, economic impact model, 355 of the workers were directly employed in production agriculture. An additional 236 workers were employed in businesses supporting agricultural production, such as feed and fertilizer dealers, and another 1 worker was employed in other related businesses, such as grocery and drugs stores. For every 10 jobs on farms and ranches, 7 additional jobs are generated in the county.

Impact Type	Labor Force	Impact Multipliers
County Labor Force	1,796	
Direct Impact	355	
Indirect Impact	236	0.66
Induced Impact	1	0.00
Total Impact	592	0.67
Agriculture's Share (%)	33	

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

Value Added Impacts

Farms and ranches generated \$19.6 million of value-added, or 8% of the county's total gross domestic product of \$242 million in 2017. According to IMPLAN, \$11.1 million was directly contributed by farmers and ranchers. An additional \$8.5 million was generated by businesses supporting agricultural production and other related businesses. Each dollar of value-added in agriculture by a farmer or rancher contributes an additional \$0.77 of value-added in other sectors of the county's economy.

Impact Type	Value-Added (\$1 million)	Impact Multipliers
County GDP*	242.0	
Direct Impact**	11.1	
Indirect Impact**	8.5	0.77
Induced Impact**	0.0	0.00
Total Impact**	19.6	0.77
Agriculture's Share (%)	8	

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

References

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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

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