

# Growing in GREEN

## "Spouting" up in Green County...

Green County, Wisconsin offers any business within the Agriculture Industry limitless opportunities. From haulers, to producers, to cheese manufactures, there is abundant potential for businesses to develop, grow and succeed.

One of the most successful agricultural businesses in the Green County area is located in Monroe's Industrial Park.

**Schultz's Inter-State Ag, Inc.** specializes in the sale, installation and service of a wide variety of grain drying systems for

agricultural, commercial and industrial use.

**Schultz's Inter-State Ag, Inc.** opened in 1996 and has since experienced such a substantial increase in demand for products and service that the business expanded in 2008. Owner, Tim Schultz, reaffirmed his original decision to utilize all that is of-

fered in Green County when he chose to expand in Monroe's Industrial Park.

*"We chose Green Co. for the quality of the schools, medical services, central location to go to 3 different states (WI, IA and IL). Most importantly was the quality of life that Green County has to offer."*

-Tim Schultz, President and Owner of Schultz's Inter-State Ag, Inc.



## Agriculture Drives County's Economy



To drive through the picturesque landscape of Green County's fields and farms would be more than a scenic view of Southern Wisconsin. It would be a close look into the Agricultural Industry working for Green County. The Agriculture Industry supports almost one-third of the total jobs in Green County. In 2010 alone, Green County dairy farms produced approximately **598,350,000** pounds of milk. Wisconsin's highest concentration of Master Cheese-makers is in Green County. The thirteen cheese manufacturing plants use milk from over **300** local dairy farms to produce more than **65** specialty cheeses. Green County production agriculturalists own more than **82%** of Green County's acreage. Green County is more than just farming... To the hard working people within every facet of the agriculture industry, farming is a way of life.

**The Agriculture Industry supports almost 1/3 of the total jobs in Green County.**

### Contact the Green County

#### Development Corporation for

current opportunities to grow your business in the Green County area.

Call **Anna Schramke (608.328.9452)**

or email **anna.GCDC@tds.net** for

information or to set up a confidential appointment. The sooner you call the

sooner your business will reap the

rewards of **Growing in Green.**



[www.greencountyedc.com](http://www.greencountyedc.com)

# New Glarus Brewing Receives National Recognitions

Green County is home to the Small Business Administration 2011 Wisconsin Small Business Person of the Year and a winner of the 2011 Ernst & Young Entrepreneur of the Year Upper Midwest awards; Deborah Carey - President and Co-Founder of New Glarus Brewing Company. New Glarus Brewing has proven to be one of Green County's most successful new businesses, collecting several state and national recognitions such as these.



Daniel and Deborah Carey, Co-Founders-  
New Glarus Brewing Company

County for the expansion, Deb Carey said, "Our decision to start our business in Green County was carefully explored. We found abundant natural resources to make our products, and a quality of life matching our passion for authenticity and beauty. When we decided to expand, we could not have done it without the support of local government, local banks and many others."

The resources and opportunities provided by Green County were evident to Deborah and Dan Carey when they founded New Glarus Brewing Company in 1994. The business had such substantial growth that expanding was necessary. The impressive new facility opened its doors in 2008. Since the expansion, the brewery's production rate has doubled, as have the number of people employed by the brewing company. About the decision to initially locate, then to remain in Green

New Glarus Brewing Company is a true model of a successful business reaping the rewards of Green County, as their product is manufactured in New Glarus, Wisconsin and only available for resale in Wisconsin. New Glarus Brewing Company has seen consistent, substantial growth since opening its doors. Inc. 500/5000, a prestigious magazine ranking the fastest growing small businesses in the United States has honored New Glarus Brewing Company for their growth and development. New Glarus Brewing Company exemplifies the potential Green County has to offer future business. To learn more about New Glarus Brewing, check out their website at [www.newglarusbrewing.com](http://www.newglarusbrewing.com).

## Monroe Business & Industry Park – Sites Available

The City of Monroe is very interested in attracting businesses that will create jobs and make investments in the community. To attract such investments, fully serviced sites within Monroe's city-owned business parks can be purchased for as little as \$1.00/acre.

- Located in TIF District
- Direct access to WI69/81/11/59
- I90/94/39 – 45 miles
- Electric – 12.4 KV
- Gas – 4" / 60psi
- Water – 16"
- Sewer – 12"
- Fiber optics
- Dividable & expandable lots



For more information about opportunities to grow your business in the City of Monroe, contact Pam Christopher (608-325-7648).

### Farmers are stewards of 82% of the county's land

Green County farmers own and manage 306,859 acres, or 82 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.

**Green County dairy farms produced over 598,350,000 pounds of milk in 2010 worth \$95.7 million.**



# Plowing one step further into Green County...

Leaders in the local Agriculture Industry value **Blachawk Technical College**, located in Monroe, WI, and its support in enhancing the industry by offering the Agribusiness program. The Agribusiness program provides local businesses a wealth of highly qualified, potential employees with hands on experience and a higher skill set; ready to hit the ground running.

One 2010 graduate of BTC, Carl Hahn, became employed with Frontier FS, a division of Growmark. This position led to Carl's gaining experience in many areas, such as soil sampling, inventory management and grain system operation. Passing the International and Wisconsin Certified Crop Advisor exams led to further opportunity for Carl

when he recently accepted a position with The Delong Company in Clinton, WI as a Nutrient Management Planner and Precision Agriculture Specialist.

Graduates of BTC's Agribusiness Program are qualified to work in fields such as:

- Farm, ranch and other agricultural manager
- Chemical/Fertilizer Applicator
- Farm products purchasing agent
- Crop Scouting Associate
- Agricultural product sales agent
- Agricultural Research Technician
- Agricultural marketing specialist
- Nutrient Management Specialist
- Seed, Feed, Chemical, Fertilizer associate

According to the Agribusiness Program description offered by BTC, *"The new Agribusiness Specialist program will provide students with the skills and experience needed for future employment in a variety of agricultural settings including production, service and supply, marketing and sales, research, and agricultural tourism. Emphasis will be on career leadership, agribusiness management, safe and sustainable agriculture, and renewable energy."*

## Businesses Benefit in Green County...

Green County, Wisconsin is more than just farming. Every business in the Agricultural Industry is part of the strong fabric that makes Green County a wealth of opportunity. In Green County, agriculture means business.

For more information on the Agribusiness Program offered at Blackhawk Technical College, contact:

### Dustin Williams

*Agribusiness and Farm Management Instructor*

### Blackhawk Technical College - Monroe Campus

210 4th Avenue • Monroe, WI 53566

**campus: 608-329-8210**

**fax: 608-329-8215**

**cellular: 608-391-0238**



## Up-Coming Events!

Mid-America Competitiveness Conference & Site Selector Forum (Chicago)  
Dec. 4-6, 2011

GCDC Board of Directors meeting  
Jan. 19, 2012

IEDC Leadership Summit (San Antonio)  
Jan. 29-31, 2012

WEDA Governor's Conference on Economic Development (Madison)  
Feb. 8-10, 2012

Watch for information about GCDC's annual banquet & recognition dinner to be held at the end of March.

## Horticulture contributes to Green County diversity

*Green County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products add up to \$0.49 million. Landscape, grounds maintenance and tree-care businesses create additional full-time jobs and seasonal jobs.*

## Direct-marketing sales add \$343,000 to economy

*More and more Green County farmers sell directly to consumers through roadside stands, farmers' markets, auctions, pick-your-own operations and community supported agriculture (CSA). In all, 90 farmers generate \$343,000 in direct-marketing sales.*



[www.greencountyedc.com](http://www.greencountyedc.com)

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