



UW-Extension

Horticulture contributes to Washington County diversity

Washington County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$17.8 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$1.5 million to economy

More and more Washington County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 59 farms generating \$1,541,000 in local food sales.



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Farmers are stewards of about half the county's land

Washington County farmers own and manage 133,432 acres, or 48 percent, of the county's land. This includes cropland, rangeland, pasture, tree farms and farm forests. 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.



University of Wisconsin-Extension

University of Wisconsin-Extension is part of the local and statewide network of organizations and agencies that support Wisconsin's \$88.3 billion agriculture industry. A recent statewide survey of nearly 1,000 agricultural service providers from throughout Wisconsin found that UW-Extension helps enhance economic impact by improving agribusiness services to farmers, increasing agribusiness or farm profitability, expanding agribusiness networks, and helping to reduce agribusiness or farm environmental impacts.

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Other economic data from:

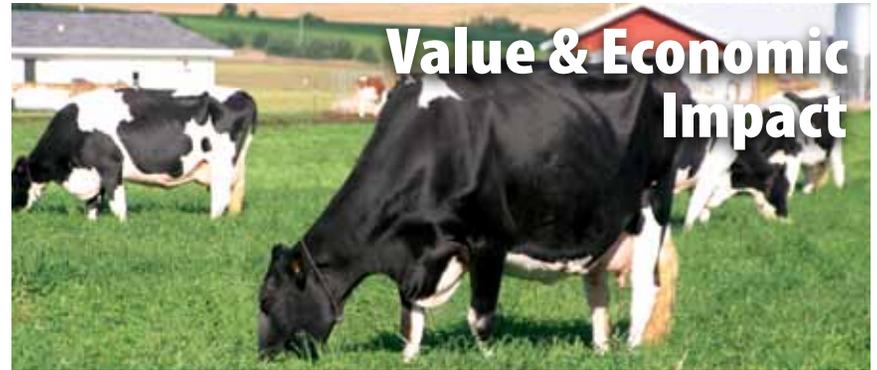
USDA 2012 Census of Agriculture
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2014

AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

Washington County Agriculture:



Agriculture works hard for Washington 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.

Washington County agriculture is diverse, which adds to its strength. Dairy leads the way, but grain, greenhouse and nursery, livestock, vegetable and farm-direct markets are also very important. Washington County's diverse agricultural atmosphere is a vital part of the area's culture, communities and economy. Residents find that this rural-urban mix adds value to their quality of life. Employers find that it helps recruit high-quality employees. For many, it is why they choose to live and base their businesses here.

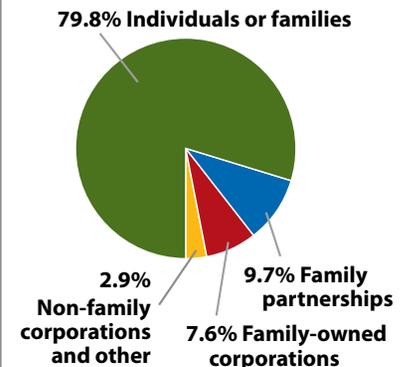
Agriculture is uniquely positioned to foster and conserve Washington County's farm, family and wildlife friendly rural atmosphere while contributing a great deal to the local economy and tax base.



How important is agriculture?

- Agriculture provides **jobs for 4,353** Washington County residents.
- Agriculture accounts for **\$1.4 billion in economic activity**.
- Agriculture contributes **\$435 million** to the county's total income.
- Agriculture pays **\$22.8 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 7% of Washington County's jobs

Washington County **agriculture provides 4,353 jobs**, or about 7 percent, of the county's workforce of 66,760. Production jobs include farm owners and managers and farm employees. Agricultural service jobs include veterinarians, crop and livestock consultants, feed, fuel and other crop input suppliers, farm machinery dealers, barn builders and agricultural lenders, to name a few. Processing jobs include those employed in food processing and other value-added industries that support food processors. Every job in agriculture generates an additional 1.18 jobs in the county.

Agriculture contributes about \$435 million to county income

Washington County **agriculture accounts for \$434.9 million**, or 7 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 \$0.85 of county income.

Agriculture pumps \$1.43 billion into local economy

Washington County **agriculture generates \$1.43 billion in economic activity**, about 25 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.41 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$1.2 billion and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$320.5 million in economic activity. 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 equipment leasing.
- This business-to-business activity then generates another \$92.2 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays almost \$23 million intaxes

Economic activity associated with Washington County farms and agriculture-related businesses **generates \$22.8 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 increase dramatically.

Table 1. Taxes paid by agriculture

Sales tax	\$5.3 million
Income tax	\$6.1 million
Property tax	\$7.1 million
Other	\$4.3 million
Total	\$22.8 million

Table 2. Washington County's top commodities (sales by dollar value, 2012)

1. Milk	\$54.4 million
2. Grain	\$29.5 million
3. Cattle & calves	\$17.1 million
4. Nursery & greenhouse	\$15.8 million
5. Vegetables	\$1.9 million



Dairy is a key Washington County industry

Dairy farming is the major agricultural industry in Washington County. On-farm production and milk sales account for \$82.2 million. Processing milk into dairy products generates another \$431.7 million.

- Seven plants process dairy products in Washington County.
- On-farm milk production accounts for 437 jobs, and dairy processing accounts for 1,012 jobs.
- At the county level, each dairy cow generates \$4,377 in on-farm sales to producers.
- At the state level, each dairy cow generates about \$34,000 in total sales.

