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## Horticulture contributes to St. Croix County diversity

St. Croix County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$4.7 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$660,000 to economy

More and more St. Croix County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 122 farms generating \$660,000 in local food sales.

## Farmers are stewards of 58% of the county's land

St. Croix County farmers own and manage 267,685 acres, or 57.9 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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Steven C. Deller, Professor, Department of Agriculture and Applied Economics, University of Wisconsin-Madison, and Community Development Specialist, University of Wisconsin-Extension.

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For more information, contact:

St. Croix County UW-Extension  
Agricultural Service and Education Center  
1960 8th Avenue, Suite 140, Baldwin, WI 54002  
715-531-1930 • <http://stcroix.uwex.edu/>

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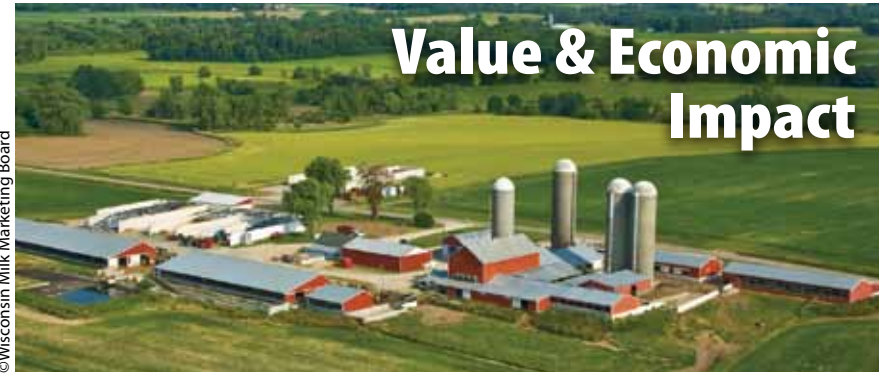
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

## St. Croix County Agriculture:

# Value & Economic Impact

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**Agriculture works hard for St. Croix 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.**

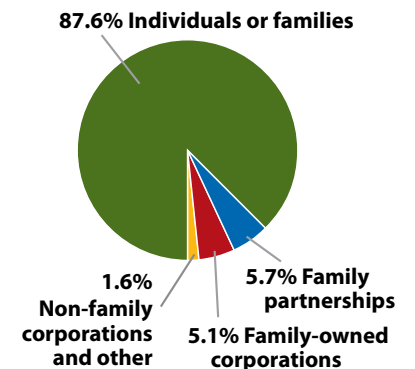
St. Croix County has a strong dairy heritage, and continues to be a dairy producing county. Livestock, particularly beef cow calf production, has grown. Cash grain production has been expanding, particularly on acres previously used for forage and small grain production. St. Croix County's close proximity to the Twin Cities market offers many opportunities for diversified production. Several direct market farms and Community Supported Agriculture farms have started up in the St. Croix Valley in recent years and offer fresh-to-market vegetables, meats, and specialty products.



## How important is agriculture?

- Agriculture provides **jobs for 3,678** St. Croix County residents.
- Agriculture accounts for **\$551 million in economic activity**.
- Agriculture contributes **\$185 million** to the county's total income.
- Agriculture pays **\$8.6 million in taxes**. This figure does not include all property taxes paid to local schools.

## Who owns the farms?



## Agriculture provides 9% of St. Croix County's jobs

St. Croix County **agriculture provides 3,678 jobs**, or 8.6 percent, of the county's workforce of 42,528. 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 0.46 jobs in the county.

## Agriculture contributes \$185 million to county income

St. Croix County **agriculture accounts for \$184.7 million**, or 6.9 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 \$0.70 of county income.

## Agriculture pumps \$551 million into local economy

St. Croix County **agriculture generates \$551.1 million in economic activity**, 10 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.31 of economic activity in other parts of the county's economy.

### Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$419.9 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$85.2 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 \$45.9 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$8.6 million in taxes

Economic activity associated with St. Croix County farms and agriculture-related businesses **generates \$8.6 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	\$1.6 million
Income tax	\$3.3 million
Property tax	\$2.1 million
Other	\$1.6 million
<b>Total</b>	<b>\$8.6 million</b>

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

1. Grain	\$99.5 million
2. Milk	\$73.2 million
3. Cattle & calves	\$16.5 million
4. Poultry & eggs	\$13.9 million
5. Other crops & hay	\$3.2 million



## Dairy is a key St. Croix County industry

Dairy farming is the major agricultural industry in St. Croix County. On-farm production and milk sales account for \$107.1 million. Processing milk into dairy products generates another \$109.1 million.

- Two plants process dairy products in St. Croix County.
- On-farm milk production accounts for 785 jobs, and dairy processing accounts for 332 jobs.
- At the county level, each dairy cow generates \$4,577 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

