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## Horticulture contributes to Washburn County diversity

Washburn County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$3.4 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$254,000 to economy

More and more Washburn County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 49 farms generating \$254,000 in local food sales.

## Farmers are stewards of 17% of the county's land

Washburn County farmers own and manage 87,387 acres, or 17.1 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.

### Produced in 2014 by:

University of Wisconsin-Extension  
Wisconsin Milk Marketing Board  
Wisconsin Department of Agriculture,  
Trade, and Consumer Protection

### Economic data (2012) provided by:

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### Other economic data from:

USDA 2012 Census of Agriculture

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2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

## Washburn County Agriculture:

## Value & Economic Impact



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**Agriculture works hard for Washburn 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.**

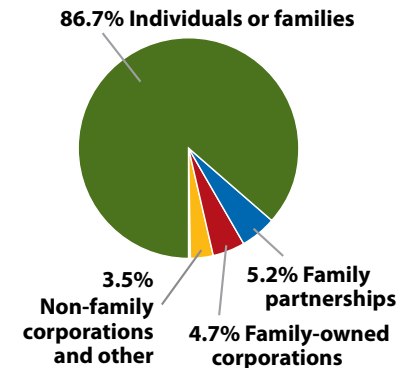
Washburn County agriculture is very diverse. Predominant livestock include dairy cows, beef, sheep, goats, horses and llamas. Washburn County is a leader in turkey production. It is home to one of the largest beef jerky plants in the US. Major crops include forages and pasture land, corn, soybeans, cranberries and potatoes. There are also a number of small farms producing a variety of fresh produce. The Spooner Agriculture Research Station, operated by the University of Wisconsin, is the nation's leader in dairy sheep research. This diversity, along with the county's more than 900 lakes and abundant forests, is very attractive for tourists and residents and adds substantial value to the quality of life. Direct-marketing to restaurants, shops and farmers' markets, along with organic production, are growing trends.



### How important is agriculture?

- Agriculture provides **jobs for 1,675** Washburn County residents.
- Agriculture accounts for **\$260 million in economic activity**.
- Agriculture contributes **\$56 million** to the county's total income.
- Agriculture pays **\$3.0 million in taxes**. This figure does not include all property taxes paid to local schools.

### Who owns the farms?



## Agriculture provides 22% of Washburn County's jobs

Washburn County agriculture provides **1,675 jobs**, or 22.1 percent, of the county's workforce of 7,569. 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 0.55 jobs in the county.

## Agriculture contributes \$56 million to county income

Washburn County agriculture accounts for **\$55.7 million**, or 12.8 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 \$1.04 of county income.

## Agriculture pumps \$260 million into local economy

Washburn County agriculture generates **\$260.4 million in economic activity**, 27.6 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.27 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$205.3 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$37.2 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 \$17.8 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$3.0 million in taxes

Economic activity associated with Washburn County farms and agriculture-related businesses generates **\$3.0 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	\$0.62 million
Income tax	\$1.04 million
Property tax	\$0.84 million
Other	\$0.48 million
<b>Total</b>	<b>\$3.0 million</b>

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

1. Grain	\$11.1 million
2. Milk	\$11.0 million
3. Cattle & calves	\$2.9 million
4. Other crops & hay	\$1.1 million
5. Nursery & greenhouse	\$0.53 million



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## Agricultural processing is a key Washburn County industry

Agricultural processing is the largest part of Washburn County's agriculture. Washburn County agricultural processors contribute \$217.3 million to the county's economy. Meat snack foods are the main products processed.

- Every dollar of sales of processed products generates an additional \$0.26 of economic activity in other parts of the economy.
- Processing accounts for \$35.3 million of income in the county.
- Washburn County's agricultural processing accounts for 989 jobs. That's thirteen percent of Washburn County's workforce.



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