



Horticulture contributes to Columbia County diversity

Columbia County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$4.0 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$1,184,000 to economy

More and more Columbia County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 157 farms generating \$1,894,000 in local food sales. Grass-fed beef is a growing enterprise.



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Farmers are stewards of 63% of the county's land

Columbia County farmers own and manage 307,973 acres, or 63 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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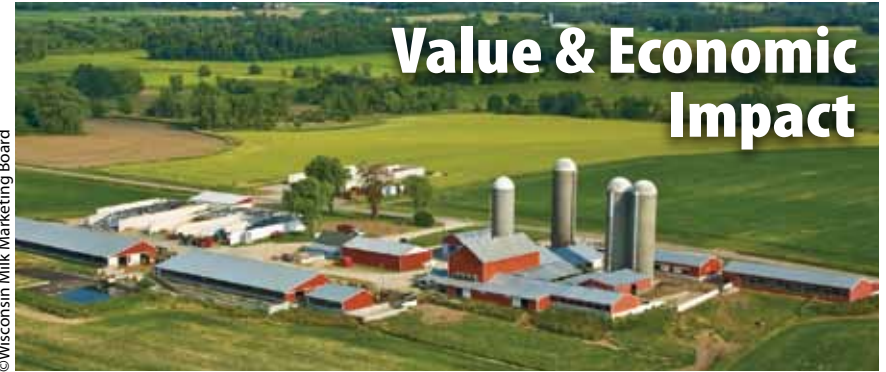
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Columbia County Agriculture:

Value & Economic Impact

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Agriculture works hard for Columbia 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.

Columbia County agriculture's strength lies in diversity. Its 1,564 farms include 130 dairy and more than 400 beef, sheep, hog and goat farms. Fertile soils place the county in the top 5 for grain production and support a variety of enterprises – from cash grain operations of 1,000-plus acres to fresh market vegetable producers of 5-10 acres.

The county serves as an agricultural processing hub for local producers and surrounding counties. These include meat, dairy, and vegetable packing facilities, along with two ethanol plants that convert corn into fuel and high protein livestock feed.

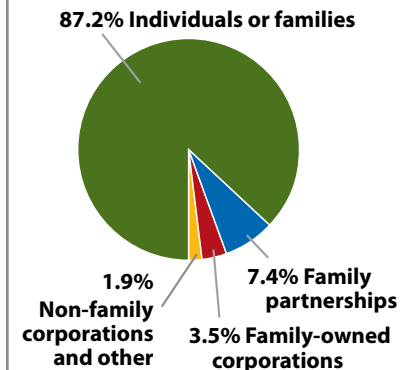
Columbia County is home to the Arlington Agricultural Research Station, a 2,000 acre laboratory run by the UW-College of Agricultural and Life Sciences.



How important is agriculture?

- Agriculture provides **jobs for 4,029** Columbia County residents.
- Agriculture accounts for **\$779 million in economic activity**.
- Agriculture contributes **\$241 million** to the county's total income.
- Agriculture pays **\$12.9 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 13% of Columbia County's jobs

Columbia County **agriculture provides 4,029 jobs**, or 13.2 percent, of the county's workforce of 30,640. 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 \$241 million to county income

Columbia County **agriculture accounts for \$240.9 million**, or 11.5 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 \$0.74 of county income.

Agriculture pumps \$779 million into local economy

Columbia County **agriculture generates \$779.5 million in economic activity**, almost 18 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.32 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$590.6 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$135.4 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 \$53.4 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays almost \$13 million in taxes

Economic activity associated with Columbia County farms and agriculture-related businesses **generates \$12.9 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	\$2.9 million
Income tax	\$3.9 million
Property tax	\$3.8 million
Other	\$2.3 million
Total	\$12.9 million

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

1. Grain	\$112.1 million
2. Milk	\$61.9 million
3. Cattle & calves	\$27.4 million
4. Other crops & hay	\$3.3 million
5. Poultry & eggs	\$3.2 million



Agricultural processing is a key Columbia County industry

Agricultural processing is the major agricultural industry in Columbia County. Columbia County agricultural processors contribute \$463.1 million to the county's economy. The processing of milk into dairy products accounts for \$154.3 million. Cheese and vegetables are the main products.

- Columbia County is home to:
 - Five vegetable processing/packaging plants
 - Three dairy processing plants
 - Three meat processing facilities
- Every dollar of sales of processed products generates an additional \$0.33 of economic activity in other parts of the economy.
- Processing accounts for \$116.4 million of income in the county.
- Columbia County's agricultural processing accounts for 1,320 jobs.

