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## Horticulture contributes to Lincoln County diversity

Lincoln County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$3.8 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$428,000 to economy

More and more Lincoln County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 72 farms generating \$428,000 in local food sales.

## Farmers are stewards of 14% of the county's land

Lincoln County farmers own and manage 76,844 acres, or 13.7 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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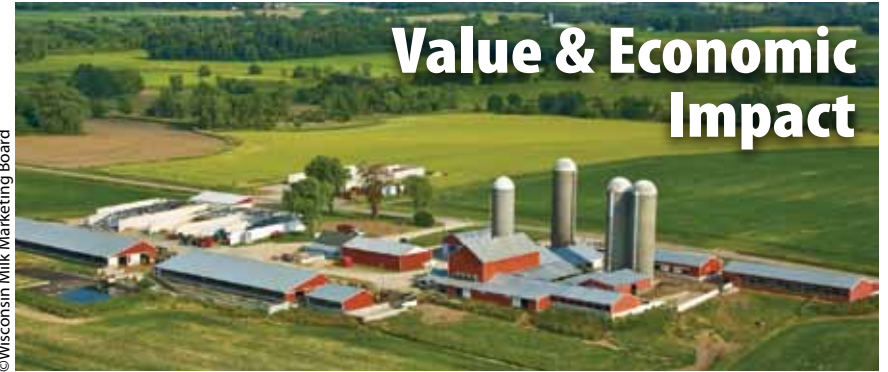
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

## Lincoln County Agriculture:

# Value & Economic Impact

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**Agriculture works hard for Lincoln 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**

Lincoln County serves as a gateway between the agricultural region that covers much of the lower two-thirds of Wisconsin and its vast Northwoods. Forests cover more than 70 percent of the county, with livestock, forage, and Christmas trees the primary agricultural enterprises. In fact, Lincoln County ranks in the top three in state with the number of acres and value of Christmas tree production.

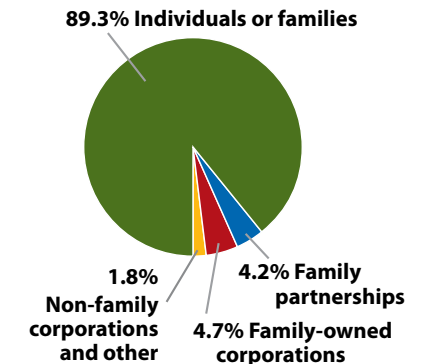
Direct marketing farms are an emerging agricultural enterprise in Lincoln County with over a fifty percent increase in direct sales since 2007. These farms consist of 72 out of the 449 farms or 16 percent of the farms in Lincoln County.



## How important is agriculture?

- Agriculture provides **jobs for 1,371** Lincoln County residents.
- Agriculture accounts for **\$34.7 million in economic activity**.
- Agriculture contributes **\$131.9 million** to the county's total income.
- Agriculture pays **\$2.1 million in taxes**. This figure does not include all property taxes paid to local schools.

## Who owns the farms?



## Agriculture provides 9% of Lincoln County's jobs

Lincoln County **agriculture provides 1,371 jobs**, or 9.0 percent, of the county's workforce of 15,251. 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 0.30 jobs in the county.

## Agriculture contributes \$34 million to county income

Lincoln County **agriculture accounts for \$34.7 million**, or 3.2 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 \$0.18 of county income.

## Agriculture pumps about \$132 million into local economy

Lincoln County **agriculture generates \$131.9 million in economic activity**, or 5.5 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.25 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$105.8 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$15.7 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 \$10.3 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$2.1 million in taxes

Economic activity associated with Lincoln County farms and agriculture-related businesses **generates \$2.1 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	\$0.51 million
Income tax	\$0.67 million
Property tax	\$0.69 million
Other	\$0.29 million
<b>Total</b>	<b>\$2.1 million</b>

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

1. Milk	\$14.5 million
2. Grain	\$4.9 million
3. Cattle & calves	\$3.5 million
4. Other animals & products	\$1.6 million
5. Other crops & hay	\$1.3 million



## Dairy is a key Lincoln County industry

Dairy farming is the major agricultural industry in Lincoln County. On-farm production and milk sales account for \$23.5 million. Processing milk into dairy products generates another \$58.9 million.

- On-farm milk production accounts for 280 jobs, and dairy processing accounts for 117 jobs.
- At the county level, each dairy cow generates \$4,677 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

