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## Horticulture contributes to Sauk County diversity

Sauk 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 \$975,000 to economy

More and more Sauk County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 121 farms generating \$975,000 in local food sales.

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

Sauk County farmers own and manage 332,649 acres, or 62.6 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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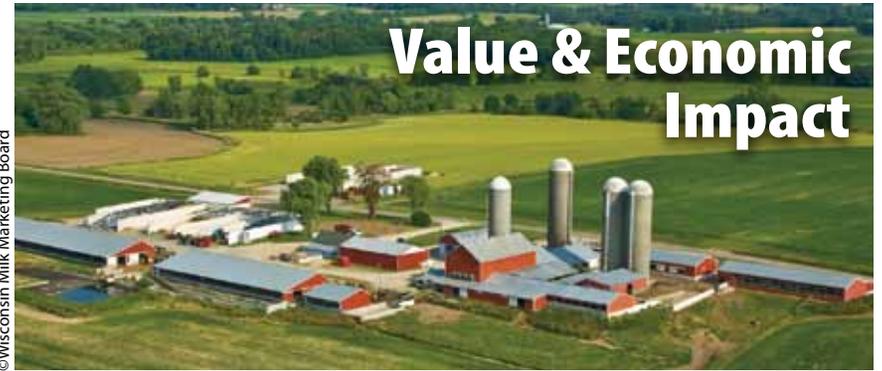
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

# Sauk County Agriculture:

## Value & Economic Impact

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**Agriculture works hard for Sauk 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.**

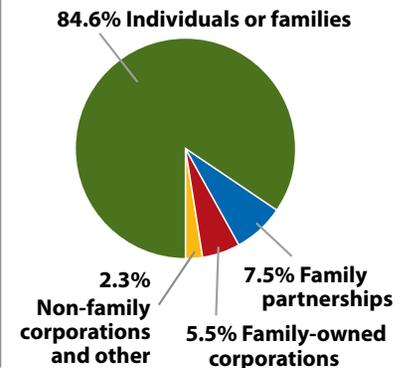
Sauk County has a diverse rural landscape with a variety of farms. The dairy industry is the prominent industry including family farms and local agribusinesses. In addition to dairy, Sauk County is a leader in the state for the production of cattle and hogs. There is also a strong connection to the farm with farmers markets, CSAs and agritourism including Fermentation Festival, various pick-your-own operations, bed and breakfasts, meat markets and cheese factories around the county. Overall, agriculture has a tremendous impact on the county and the variety of family farms continue to keep agriculture thriving in Sauk County.



### How important is agriculture?

- Agriculture provides **jobs for 5,463** Sauk County residents.
- Agriculture accounts for **\$865 million in economic activity**.
- Agriculture contributes **\$331 million** to the county's total income.
- Agriculture pays **\$16.3 million in taxes**. This figure does not include all property taxes paid to local schools.

### Who owns the farms?



## Agriculture provides 12% of Sauk County's jobs

Sauk County **agriculture provides 5,463 jobs**, or 11.7 percent, of the county's workforce of 46,653. 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 0.77 jobs in the county.

## Agriculture contributes \$331 million to county income

Sauk County **agriculture accounts for \$331 million**, or 10.4 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 \$1.14 of county income.

## Agriculture pumps \$865 million into local economy

Sauk County **agriculture generates \$865.3 million in economic activity**, about 13.8 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.60 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$542.3 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$224.4 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 \$98.6 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays over \$16 million in taxes

Economic activity associated with Sauk County farms and agriculture-related businesses **generates \$16.3 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	\$3.6 million
Income tax	\$4.9 million
Property tax	\$4.8 million
Other	\$3.0 million
<b>Total</b>	<b>\$16.3 million</b>

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

1. Milk	\$93.1 million
2. Grain	\$62.7 million
3. Cattle & calves	\$29.6 million
4. Hogs & pigs	\$9.9 million
5. Other crops & hay	\$4.7 million



## Dairy is a key Sauk County industry

Dairy farming is the major agricultural industry in Sauk County. On-farm production and milk sales account for \$145.9 million. Processing milk into dairy products generates another \$348.9 million.

- Seven plants process dairy products in Sauk County.
- On-farm milk production accounts for 826 jobs, and dairy processing accounts for 1,031 jobs.
- At the county level, each dairy cow generates \$4,311 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

