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## Horticulture contributes to Ashland County diversity

Ashland County sales of fruits and vegetables, greenhouse, nursery and floriculture products total \$363,000. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$144,000 to economy

More and more Ashland County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 20 farms generating \$144,000 in local food sales.

## Farmers are stewards of 6.9% of the county's land

Ashland County farmers own and manage 45,815 acres, or 6.9 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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USDA 2012 Census of Agriculture  
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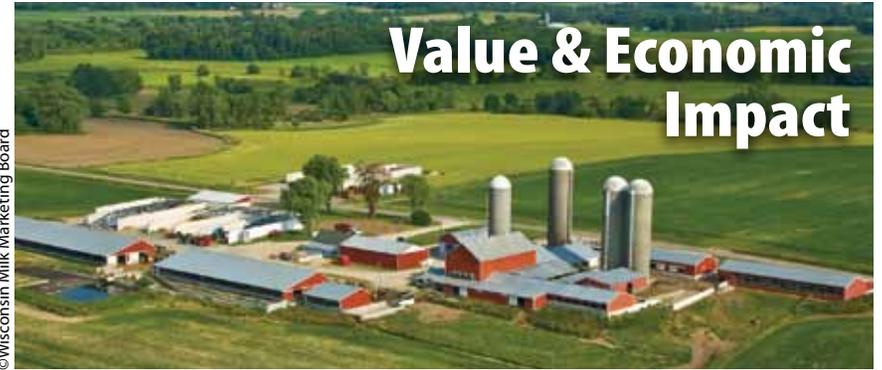
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AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

## Ashland County Agriculture:

# Value & Economic Impact

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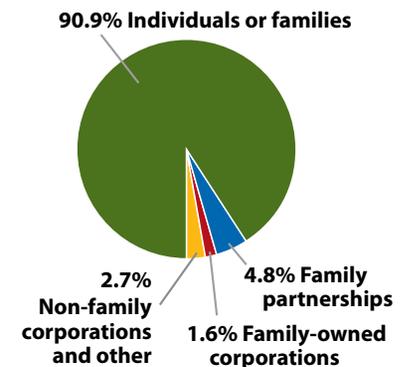
**Agriculture works hard for Ashland County every day. Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity while contributing to local income and tax revenues.**

Ashland County is located in northern Wisconsin bordering on Lake Superior. In this good forage growing area, dairy and livestock agriculture continues to be the primary farm enterprise. Other important farm activities include turf grass seed production, sunflowers for bird seed, specialty crops, and an expanding vegetable market gardening production. Combined with the forestry, tourism, and recreation industries these are vital to the area's economy.

### How important is agriculture?

- Agriculture provides **jobs for 417** Ashland County residents.
- Agriculture accounts for **\$30 million in economic activity**.
- Agriculture contributes **\$13 million** to the county's total income.
- Agriculture pays **\$0.59 million in taxes**. This figure does not include all property taxes paid to local schools.

### Who owns the farms?



## Agriculture provides 4% of Ashland County's jobs

Ashland County **agriculture provides 417 jobs**, or 3.8 percent, of the county's workforce of 11,037. 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 0.23 jobs in the county.

## Agriculture contributes over \$13 million to county income

Ashland County **agriculture accounts for \$13.2 million**, or 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 \$0.50 of county income.

## Agriculture pumps almost \$30 million into local economy

Ashland County **agriculture generates \$29.9 million in economic activity**, 2.3 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.34 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$22.5 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$3.2 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 \$4.3 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays over \$0.5 million in taxes

Economic activity associated with Ashland County farms and agriculture-related businesses **generates \$0.59 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	\$0.11 million
Income tax	\$0.22 million
Property tax	\$0.16 million
Other	\$0.10 million
<b>Total</b>	<b>\$0.59 million</b>

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

1. Milk	\$7.5 million
2. Cattle & calves	\$1.9 million
3. Grain	\$1.1 million
4. Other crops & hay	\$1.1 million
5. Nursery & greenhouse	\$0.20 million



## Dairy is a key Ashland County industry

Dairy farming is the major agricultural industry in Ashland County. On-farm production and milk sales account for \$10.8 million.

- On-farm milk production accounts for 106 jobs.
- At the county level, each dairy cow generates \$4,433 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

