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## Horticulture contributes to Buffalo County diversity

Buffalo County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$881,000. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$160,000 to economy

More and more Buffalo County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 40 farms generating \$160,000 in local food sales.

## Farmers are stewards of 71% of the county's land

Buffalo County farmers own and manage 305,302 acres, or 71 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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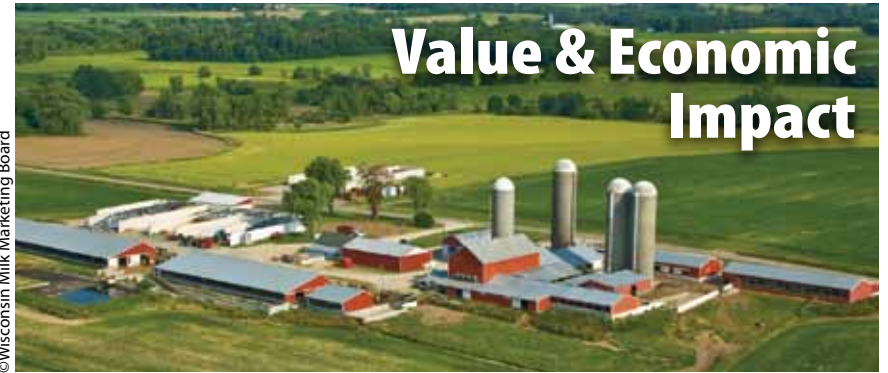
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

## Buffalo County Agriculture:

# Value & Economic Impact

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**Agriculture works hard for Buffalo 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.**

Buffalo County, fully enclosed within the Driftless Area, combines some of the best agricultural land in the state with outstanding natural beauty and resources. Agriculture is the number one source of income, with dairy, poultry, beef, and cash grain the leading enterprises. A diverse county agriculture includes two flour mills – with one offering exclusively organic products – a growing grape and wine industry, small fruit production, and a host of other crops. Farmers continue to explore ways to balance commercial agriculture with environmental resources. New farming practices, crop rotations, and new crop research to preserve precious soil combined with improved forests, trout stream, and dry bluff prairies to preserve unique natural habitats.

Buffalo County agriculture embraces tourism with farm families renting cabins and houses to hunters and other naturalist seeking the "big buck,"

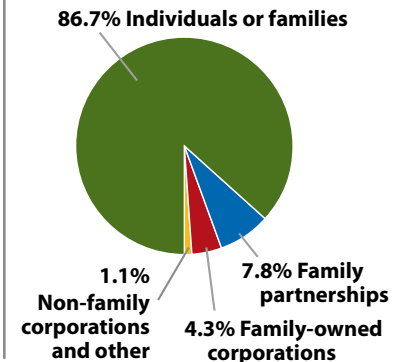


the quiet trout stream, or the ultimate picture of a bald or golden eagle.

## How important is agriculture?

- Agriculture provides **jobs for 2,716** Buffalo County residents.
- Agriculture accounts for **\$724 million in economic activity**.
- Agriculture contributes **\$211 million** to the county's total income.
- Agriculture pays **\$10.2 million in taxes**. This figure does not include all property taxes paid to local schools.

## Who owns the farms?



## Agriculture provides 31% of Buffalo County's jobs

Buffalo County **agriculture provides 2,716 jobs**, or 31.1 percent, of the county's workforce of 8,745. 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 0.64 jobs in the county.

## Agriculture contributes \$211 million to county income

Buffalo County **agriculture accounts for \$210.8 million**, or 37.6 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 \$0.75 of county income.

## Agriculture pumps \$724 million into local economy

Buffalo County **agriculture generates \$724 million in economic activity**, 56.4 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.40 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$516.3 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$172.5 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 \$35.4 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$10.1 million in taxes

Economic activity associated with Buffalo County farms and agriculture-related businesses **generates \$10.1 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    | \$2.3 million         |
| Income tax   | \$2.8 million         |
| Property tax | \$3.0 million         |
| Other        | \$2.0 million         |
| <b>Total</b> | <b>\$10.1 million</b> |

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

|                      |                |
|----------------------|----------------|
| 1. Milk              | \$68.9 million |
| 2. Grain             | \$67.6 million |
| 3. Poultry & eggs    | \$59.4 million |
| 4. Cattle & calves   | \$24.2 million |
| 5. Other crops & hay | \$4.0 million  |



## Agricultural processing is a key Buffalo County industry

Agricultural processing makes up the largest share of Buffalo County agriculture. Processors contribute \$414.8 million to the county economy.

- Every dollar of sales of processed products generates an additional \$0.43 of economic activity in other parts of the economy.
- Agricultural processing accounts for \$98.5 million of Buffalo County income.
- Agricultural processing accounts for 876 jobs.
- Meats and food products make up the majority of processed products.

