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## Horticulture contributes to Burnett County diversity

Burnett County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$1.3 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$204,000 to economy

More and more Burnett County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 36 farms generating \$204,000 in local food sales.

## Farmers are stewards of 16% of the county's land

Burnett County farmers own and manage 83,608 acres, or 16 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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### Other economic data from:

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AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

## Burnett County Agriculture:

# Value & Economic Impact



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**Agriculture works hard for Burnett 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.**

Burnett County is characterized by a large number of diversified farms. These include dairy farms ranging up to 800 cows, cash crop, cranberry and turkey operations, pastured-beef operations, and an increasing number of small farms raising livestock, fruits, and vegetables. Agro-tourism and nursery and greenhouse businesses are also important players in Burnett County's diverse agriculture industry.

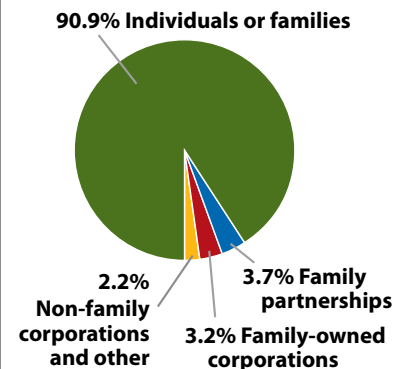
One of the 40 largest dairy cooperatives in the USA is located in the county. Noted for its award winning cheeses, it employs over 150 people and is well known for the quality of its artisan and commodity cheeses. The Coop cheese story is tremendously popular with tourists and locals. Direct-marketing to restaurants, shops and farmers' markets, along with organic production are growing trends.



## How important is agriculture?

- Agriculture provides **jobs for 1,295** Burnett County residents.
- Agriculture accounts for **\$294 million in economic activity**.
- Agriculture contributes **\$62 million** to the county's total income.
- Agriculture pays **\$3.2 million in taxes**. This figure does not include all property taxes paid to local schools.

## Who owns the farms?



## Agriculture provides 15% of Burnett County's jobs

Burnett County **agriculture provides 1,295 jobs**, or 14.8 percent, of the county's workforce of 8,728. 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 0.81 jobs in the county.

## Agriculture contributes \$62 million to county income

Burnett County **agriculture accounts for \$61.8 million**, or 12.7 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 \$1.21 of county income.

## Agriculture pumps \$294 million into local economy

Burnett County **agriculture generates \$293.8 million in economic activity**, 26.7 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.43 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$205.9 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$75.9 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 \$12.0 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$3.2 million in taxes

Economic activity associated with Burnett County farms and agriculture-related businesses **generates \$3.2 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	\$0.80 million
Income tax	\$0.72 million
Property tax	\$1.0 million
Other	\$0.65 million
<b>Total</b>	<b>\$3.2 million</b>

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

1. Milk	\$14.0 million
2. Grain	\$11.8 million
3. Cattle & calves	\$3.6 million
4. Other crops & hay	\$1.3 million
5. Sheep, goats, & their products	\$0.10 million



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## Dairy is a key Burnett County industry

Dairy farming is the major agricultural industry in Burnett County. On-farm production and milk sales account for \$17.6 million. Processing milk into dairy products generates another \$234.8 million.

- Two plants process dairy products in Burnett County.
- On-farm milk production accounts for 166 jobs, and dairy processing accounts for 582 jobs.
- At the county level, each dairy cow generates \$4,411 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.



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