



Horticulture contributes to Grant County diversity

Grant County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$1.8 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$344,000 to economy

More and more Grant County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 86 farms generating \$344,000 in local food sales.

Farmers are stewards of 80% of the county's land

Grant County farmers own and manage 587,587 acres, or 80 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.



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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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AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Grant County Agriculture:

Value & Economic Impact

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Agriculture works hard for Grant 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.

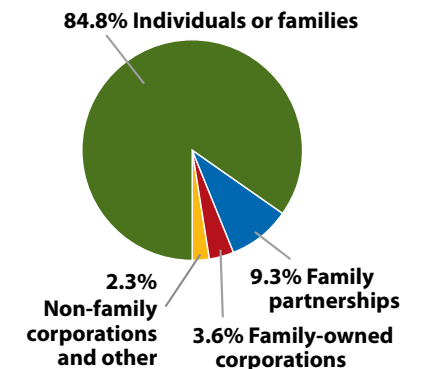
In the southwest corner of the state in Wisconsin's Driftless Region, Grant County continues its top rank in agriculture production. It ranks in the top ten in value of cattle and calves, swine production, in sheep and goats, and alfalfa hay. The county also ranks in the top ten in overall value of agricultural products sold, dairy production, acreage planted to forage, and acres planted to corn for grain and silage, and in soybean production. Grant County also ranks in the top 10 in woodland acreage, which supports an extensive lumber industry. Grant County has about 2,436 farms with an average size of 241 acres.



How important is agriculture?

- Agriculture provides **jobs for 7,197** Grant County residents.
- Agriculture accounts for **\$1.3 billion in economic activity**.
- Agriculture contributes **\$428 million** to the county's total income.
- Agriculture pays **\$20.3 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 25% of Grant County's jobs

Grant County **agriculture provides 7,197 jobs**, or 25.2 percent, of the county's workforce of 28,585. 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 0.69 jobs in the county.

Agriculture contributes \$428 million to county income

Grant County **agriculture accounts for \$427.8 million**, or 23.3 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 \$0.98 of county income.

Agriculture pumps \$1.3 billion into local economy

Grant County **agriculture generates \$1.3 billion in economic activity**, about 35 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.51 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$863 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$343.8 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 \$98.5 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays \$20.3 million in taxes

Economic activity associated with Grant County farms and agriculture-related businesses **generates \$20.3 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	\$4.6 million
Income tax	\$5.4 million
Property tax	\$6.1 million
Other	\$4.2 million
Total	\$20.3 million

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

1. Milk	\$164.8 million
2. Grain	\$120.0 million
3. Cattle & calves	\$89.2 million
4. Hogs & pigs	\$15.8 million
5. Other crops & hay	\$7.0 million



Dairy is a key Grant County industry

Dairy farming is the major agricultural industry in Grant County. On-farm production and milk sales account for \$260.2 million. Processing milk into dairy products generates another \$396.2 million.

- Eleven plants process dairy products in Grant County.
- On-farm milk production accounts for 1,205 jobs, and dairy processing accounts for 1,030 jobs.
- At the county level, each dairy cow generates \$4,413 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.



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