



©USDA NRCS

## Horticulture contributes to Lafayette County diversity

Lafayette County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$1.9 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$169,000 to economy

More and more Lafayette County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 45 farms generating \$169,000 in local food sales.

## Farmers are stewards of 91% of the county's land

Lafayette County farmers own and manage 368,501 acres, or 91 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 no-till, cover crops, crop rotation, nutrient management and integrated pest management, to protect and improve 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.

### Produced in 2014 by:

University of Wisconsin-Extension  
Wisconsin Milk Marketing Board  
Wisconsin Department of Agriculture,  
Trade, and Consumer Protection

### Economic data (2012) provided by:

Steven C. Deller, Professor, Department of Agriculture and Applied Economics, University of Wisconsin-Madison, and Community Development Specialist, University of Wisconsin-Extension.

### Other economic data from:

USDA 2012 Census of Agriculture

For more information, contact:

Lafayette County UW-Extension  
Agriculture Center

627 Washington Street, Darlington, WI 53530-1396  
608-776-4820 • <http://lafayette.uwex.edu/>

An EEO/AA employer, the University of Wisconsin-Extension, Cooperative Extension provides equal opportunities in employment and programming, including Title IX and Americans with Disabilities (ADA) requirements.

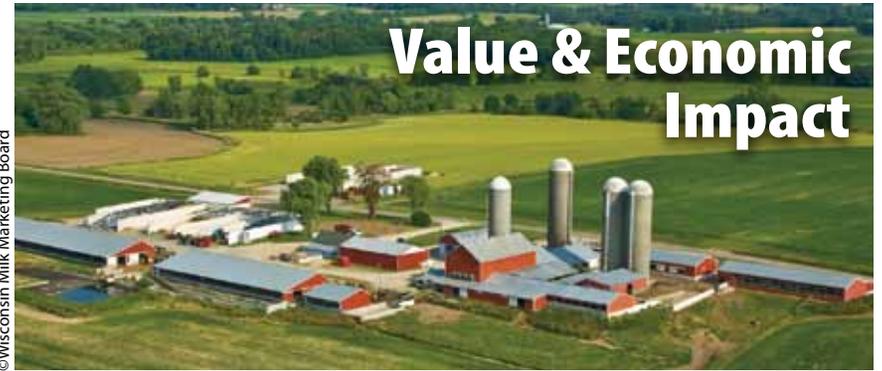
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

# Lafayette County Agriculture:

## Value & Economic Impact

©Wisconsin Milk Marketing Board



**Agriculture works hard for Lafayette 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.**

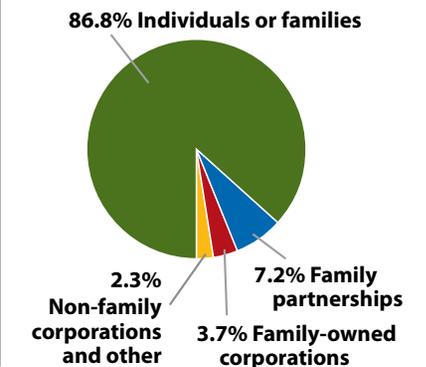
When following the trail of barn quilts through Lafayette County, located in Southwest Wisconsin, you will find agricultural diversity, including some of the best cheese produced anywhere in the state. Lafayette County is one of the major agricultural counties in the state with that industry contributing a significant component of the County's economy. The county is home to many specialty cheese makers, dairy farms (cows and goats), and grain farms. The mix of small town atmosphere, farmers markets, and rolling hills complete the picturesque county (with no stop-lights!).



### How important is agriculture?

- Agriculture provides **jobs for 4,114** Lafayette County residents.
- Agriculture accounts for **\$1.3 billion in economic activity**.
- Agriculture contributes **\$323 million** to the county's total income.
- Agriculture pays **\$12.7 million in taxes**. This figure does not include all property taxes paid to local schools.

### Who owns the farms?



## Agriculture provides 58% of Lafayette County's jobs

Lafayette County **agriculture provides 4,114 jobs**, or 57.5 percent, of the county's workforce of 7,156. 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 0.72 jobs in the county.

## Agriculture contributes \$323 million to county income

Lafayette County **agriculture accounts for \$323.2 million**, or 71.5 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 \$1.07 of county income.

## Agriculture pumps about \$1.3 billion into local economy

Lafayette County **agriculture generates \$1.27 billion in economic activity**, 89.4 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.48 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$858.6 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$376.9 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 \$36.1 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays almost \$13 million in taxes

Economic activity associated with Lafayette County farms and agriculture-related businesses **generates \$12.7 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	\$2.4 million
Income tax	\$4.0 million
Property tax	\$3.2 million
Other	\$3.1 million
<b>Total</b>	<b>\$12.7 million</b>

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

1. Milk	\$113.2 million
2. Grain	\$92.9 million
3. Other crops & hay	\$4.1 million
4. Hogs & pigs	\$3.4 million
5. Sheep, goats, & their products	\$2.6 million



## Dairy is a key Lafayette County industry

Dairy farming is the major agricultural industry in Lafayette County. On-farm production and milk sales account for \$150.5 million. Processing milk into dairy products generates another \$864.4 million.

- Fifteen plants process dairy products in Lafayette County.
- On-farm milk production accounts for 542 jobs, and dairy processing accounts for 1,759 jobs.
- At the county level, each dairy cow generates \$4,421 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.



Bill Halfman



UW-Extension



©Wisconsin Milk Marketing Board  
Jeff Sindelar

