



UW-Extension



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Horticulture contributes to Ozaukee County diversity

Ozaukee County sales of Christmas trees, fruit, sod and other horticultural products from nurseries and greenhouses total \$4.5 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

Local food sales account for \$1,551,000 to economy

More and more Ozaukee County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 57 farms generating \$1,551,000 in local food sales.

Farmers are stewards of about half the county's land

Ozaukee County farmers own and manage 64,987 acres, or 44 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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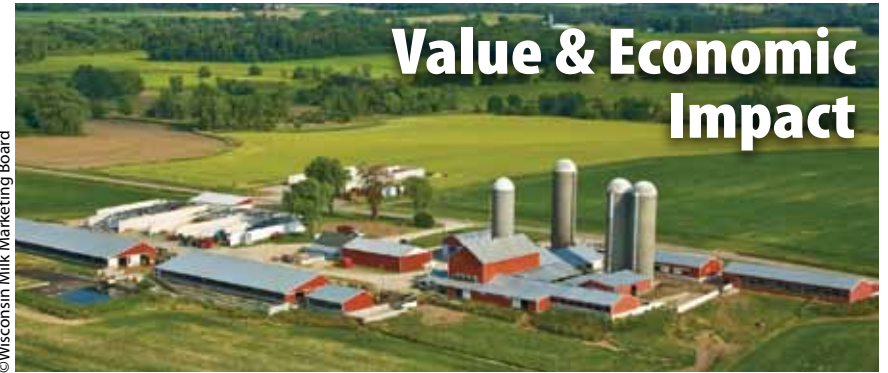
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Ozaukee County Agriculture:

Value & Economic Impact

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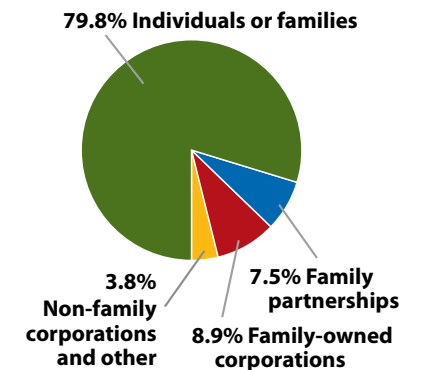
Agriculture works hard for Ozaukee County every day. Family-owned farms, food processors and agriculture-related businesses generate thousands of jobs and millions of dollars of economic activity while contributing to local income and tax revenues

Ozaukee County agriculture features both traditional and large dairy operations along with a complement of grain and forage crops. In addition the horticultural, nursery, and direct marketing sectors continue to grow in size and economic impact. Located adjacent to Lake Michigan and directly north of Milwaukee County, Ozaukee County has a continuing growth of horticultural services as well as growing numbers of operations directly marketing their products to metro Milwaukee consumers.

How important is agriculture?

- Agriculture provides **jobs for 1,978** Ozaukee County residents.
- Agriculture accounts for **\$689 million in economic activity**.
- Agriculture contributes **\$159 million** to the county's total income.
- Agriculture pays **\$7.5 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 4% of Ozaukee County's jobs

Ozaukee County **agriculture provides 1,978 jobs**, or 3.6 percent, of the county's workforce of 54,761. 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 0.50 jobs in the county.

Agriculture contributes \$159 million to county income

Ozaukee County **agriculture accounts for \$159.4 million**, or 3.8 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 \$0.43 of county income.

Agriculture pumps \$689 million into local economy

Ozaukee County **agriculture generates \$689.6 million** in economic activity, 7.5 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.14 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$607.8 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$53.2 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 \$28.7 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays over \$7 million in taxes

Economic activity associated with Ozaukee County farms and agriculture-related businesses **generates \$7.5 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 | \$1.4 million |
| Income tax | \$2.9 million |
| Property tax | \$1.9 million |
| Other | \$1.3 million |
| Total | \$7.5 million |

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

| | |
|-------------------------|-----------------|
| 1. Milk | \$33.95 million |
| 2. Grain | \$14.7 million |
| 3. Cattle & calves | \$5.7 million |
| 4. Nursery & greenhouse | \$4.5 million |
| 5. Vegetables | \$2.1 million |



Dairy is a key Ozaukee County industry

Dairy farming is the major agricultural industry in Ozaukee County. On-farm production and milk sales account for \$39.4 million. Processing milk into dairy products generates another \$357.3 million.

- Three plants process dairy products in Ozaukee County.
- On-farm milk production accounts for 214 jobs, and dairy processing accounts for 544 jobs.
- At the county level, each dairy cow generates \$3,853 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

