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Horticulture contributes to Polk County diversity

Polk County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$5.9 million.

Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal job.

Local food sales account for \$894,000 to economy

More and more Polk County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 168 farms generating \$894,000 in local food sales.

Farmers are stewards of 44% of the county's land

Polk County farmers own and manage 255,917 acres, or 43.8 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.

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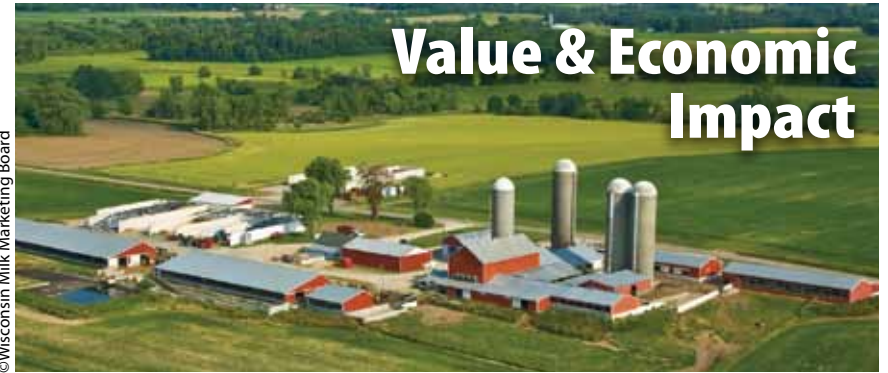
2014

AGRICULTURE – WORKING EVERY DAY FOR WISCONSIN

Polk County Agriculture:

Value & Economic Impact

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Agriculture works hard for Polk 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.

Polk County represents an elegant blend of productive farmland, lake country, and close proximity to the Twin Cities. While dairy production remains vital to the ag economy, cash grain and poultry production are on the rise.

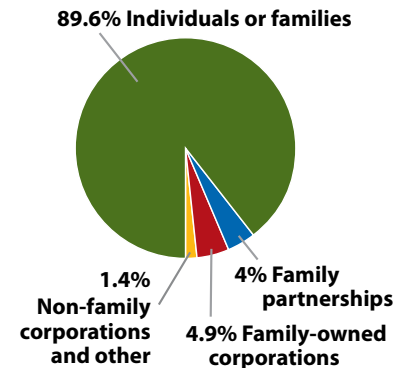
Agriculture in Polk County is diverse with high ranks in vegetables and livestock production, particularly sheep. Fresh market vegetables are also on the rise in the county as local foods markets are increasing. Numerous CSA's, farmers' markets and food cooperatives established in the county are supplying locally-produced foods direct from farm to consumer.



How important is agriculture?

- Agriculture provides **jobs for 4,226** Polk County residents.
- Agriculture accounts for **\$852 million in economic activity**.
- Agriculture contributes **\$231 million** to the county's total income.
- Agriculture pays **\$11.8 million in taxes**. This figure does not include all property taxes paid to local schools.

Who owns the farms?



Agriculture provides 20% of Polk County's jobs

Polk County **agriculture provides 4,226 jobs**, or 20 percent, of the county's workforce of 21,586. 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 0.84 jobs in the county.

Agriculture contributes \$231 million to county income

Polk County **agriculture accounts for \$231.1 million**, or 16.7 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 \$1.28 of county income.

Agriculture pumps \$852 million into local economy

Polk County **agriculture generates \$851.9 million in economic activity**, or 27.4 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.50 of economic activity in other parts of the county's economy.

Here's how agriculture stimulates economic activity:

- The direct effect of agriculture equals \$569.2 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$226.4 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 \$56.3 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

Agriculture pays almost \$12 million in taxes

Economic activity associated with Polk County farms and agriculture-related businesses **generates \$11.8 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	\$2.8 million
Income tax	\$3.1 million
Property tax	\$3.8 million
Other	\$2.2 million
Total	\$11.8 million

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

1. Milk	\$64.0 million
2. Grain	\$58.1 million
3. Poultry & eggs	\$21.3 million
4. Cattle & calves	\$12.0 million
5. Other crops & hay	\$3.6 million



Dairy is a key Polk County industry

Dairy farming is the major agricultural industry in Polk County. On-farm production and milk sales account for \$86.3 million. Processing milk into dairy products generates another \$577.9 million.

- Seven plants process dairy products in Polk County.
- On-farm milk production accounts for 682 jobs, and dairy processing accounts for 1,655 jobs.
- At the county level, each dairy cow generates \$4,440 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

