

Otto Wiegand

## Horticulture contributes to Sawyer County diversity

Sawyer County sales of Christmas trees, fruits and vegetables, greenhouse, nursery and floriculture products total \$3.2 million. Landscape and grounds maintenance businesses create additional full-time jobs and many seasonal jobs.

## Local food sales account for \$37,000 to economy

More and more Sawyer County farmers sell directly to consumers from roadside stands, farmers' markets, auctions and pick-your-own operations, with 26 farms generating \$37,000 in local food sales.

## Farmers are stewards of 5% of the county's land

Sawyer County farmers own and manage 43,554 acres, or 5.4 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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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:

Sawyer County UW-Extension  
10610 Main Street, Suite 194, Hayward, WI 54843  
715-634-4839 • <http://sawyer.uwex.edu/>

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AGRICULTURE - WORKING EVERY DAY FOR WISCONSIN

# Sawyer County Agriculture:

## Value & Economic Impact



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**Agriculture works hard for Sawyer 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.**

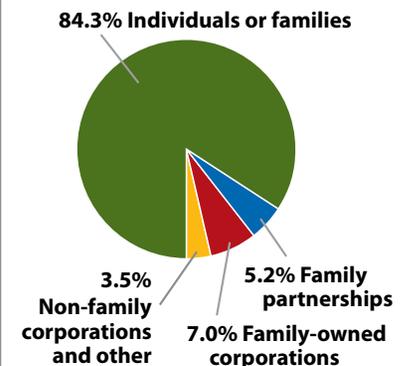
Tourism in Sawyer County generates about \$100 million per year. However, scattered among Sawyer's large forest areas, tribal land, lakes and rivers, there is a rich diversity of agriculture. Sawyer County ranks in the top 10 among Wisconsin counties in cranberry production. One of the largest greenhouses in the state is located in Sawyer County. Dairy farming is still the largest single agricultural enterprise, with one operation over 1,000 cows. Beef, sheep, hogs and horses are raised, as well as hay, pasture, corn, soybeans, wheat and oats. Direct-marketing to restaurants, shops and farmers' markets, along with organic production, are growing trends



## How important is agriculture?

- Agriculture provides **jobs for 574** Sawyer County residents.
- Agriculture accounts for **\$72 million in economic activity**.
- Agriculture contributes **\$28 million** to the county's total income.
- Agriculture pays **\$1.5 million in taxes**. This figure does not include all property taxes paid to local schools.

## Who owns the farms?



## Agriculture provides over 5% of Sawyer County's jobs

Sawyer County agriculture provides **574 jobs**, or 5.6 percent, of the county's workforce of 10,273. 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 0.61 jobs in the county.

## Agriculture contributes \$28 million to county income

Sawyer County agriculture accounts for **\$28.3 million**, or 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 \$0.89 of county income.

## Agriculture pumps \$72 million into local economy

Sawyer County agriculture generates **\$71.8 million in economic activity**, 6.7 percent, of the county's total economic activity. Every dollar of sales from agricultural products generates an additional \$0.49 of economic activity in other parts of the county's economy.

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

- The direct effect of agriculture equals \$48.1 million and includes the sale of farm products and value-added products.
- Purchases of agricultural and food-processing inputs, services and equipment add another \$13.1 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 \$10.6 million in economic activity when people who work in agriculture-related businesses spend their earnings in the local economy.

## Agriculture pays \$1.5 million in taxes

Economic activity associated with Sawyer County farms and agriculture-related businesses generates **\$1.5 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	\$0.32 million
Income tax	\$0.55 million
Property tax	\$0.44 million
Other	\$0.24 million
<b>Total</b>	<b>\$1.5 million</b>

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

1. Milk	\$11.1 million
2. Grain	\$4.9 million
3. Fruits & berries	\$3.1 million
4. Other animals & animal products	\$0.94 million
5. Sheep & goats	\$0.44 million



## Dairy is a key Sawyer County industry

Dairy farming is the major agricultural industry in Sawyer County. On-farm production and milk sales account for \$12.0 million. Processing milk into dairy products generates another \$3.4 million.

- Two plants process dairy products in Sawyer County.
- On-farm milk production accounts for 95 jobs, and dairy processing accounts for 14 jobs
- At the county level, each dairy cow generates \$3,586 in on-farm sales to producers.
- At the state level, each dairy cow generates over \$34,000 in total sales.

